

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 9.

## FREE MEAT IN PROSPECT.

It is now known that the special session of Congress to be called by President Wilson, chiefly for the purpose of revising the tariff, will meet on April 1. The framers of the tariff revision measure have been at work for some time, but will not complete their task before the latter part of March. It is pretty definitely understood that one of their recommendations will be the placing of livestock and meats on the free list. Livestock interests are preparing to oppose such action to their utmost. Retail butchers' organizations are for the most part in favor of it.

## LABELING OF COMPOUNDS.

The Federal Bureau of Animal Industry has further amended its rulings relative to the labeling of compounds under the meat inspection law. It announces that "until further order the bureau will not insist on the word 'compound' appearing on trade labels, etc., for products which are ordinarily known in the trade as 'compound.' However, it is required that such labels shall bear the names of the ingredients of the product in the order of their percentages, and be preceded by the words 'composed of' or a similar statement. Each trade label, etc., affected by this ruling will be passed on in accordance with its individual merits."

## FEDERAL NET WEIGHT LAW.

The bill for a law requiring the marking of all food packages with a plain statement of the net weight and contents has passed both houses of Congress and will probably be signed by President Taft before his retirement from office. The proposed law requires the net weight and measure of the food product to be conspicuously displayed on the outside of each package. It does not affect package goods sold for eighteen months after the law becomes effective. A provision added by the Senate gives the Secretary of Agriculture authority to establish rules for the recognition of certain variations in weight of certain package goods selling for more than six cents.

## ASKED TO INSPECT MEAT PLANTS.

The American Meat Packers' Association has renewed its invitation to members of Congress to inspect personally the meat plants belonging to members of the Association, and to see for themselves how they are operated and how the federal meat inspection system works. This invitation was extended in a resolution adopted at the last convention of the Association,

and in a bulletin issued this week Secretary McCarthy urges members to see to it that the members of Congress in their districts accept it and actually look over the establishments. The bulletin says:

At our last convention a resolution was passed inviting all members of the United States Senate and House of Representatives to visit our packing houses which are under federal inspection. We have found that those who make the laws which so vitally affect our business have, in very rare instances, observed meat packinghouse conditions at first sight. You will realize the importance therefore of their witnessing our operations personally.

The Congress will adjourn on the fourth of March and will not meet again until some time later. Your Senators and Congressmen will very probably be at their homes during the recess. Please make it a special point to communicate with them personally, or better still, to see them, and arrange for a personal visit to your plant. This is of the highest importance as affecting future legislation.

## JANUARY OLEOMARGARINE OUTPUT.

Official government report of the output of oleomargarine in the United States for January, as shown by revenue stamp sales, is as follows: Colored, 423,796 lbs.; uncolored, 13,471,828 lbs.; total, 13,895,624 lbs.

Official government figures, based on stamp sales, showing oleomargarine production in the United States for the past year, are as follows.

1912.	Pounds.
January .....	17,003,150
February .....	13,738,489
March .....	11,432,831
April .....	11,422,586
May .....	10,641,550
June .....	7,347,571
July .....	7,017,441
August .....	8,796,247
September .....	9,943,296
October .....	13,994,017
November .....	13,112,610
December .....	15,156,553
January, 1913 .....	13,895,624

Actual production of oleomargarine in the Chicago district alone for the past year and also of renovated butter, was as follows, in pounds.

1912.	Oleomargarine.	Renovated Butter.
January .....	10,126,086	2,719,352
February .....	8,496,609	1,210,038
March .....	7,274,121	1,357,249
April .....	6,932,681	1,430,107
May .....	6,528,742	1,315,282
June .....	4,653,793	1,055,800
July .....	4,102,070	943,490
August .....	4,864,699	1,105,467
September .....	5,801,256	1,277,584
October .....	8,130,875	1,439,407
November .....	8,228,982	1,512,426
December .....	9,220,400	1,677,558
January, 1913 .....	8,552,313	1,687,382

## WORLD'S REFRIGERATION CONGRESS.

Plans for the Third International Congress of Refrigeration, which will be held at Chicago next September, are well under way, and are beginning to arouse widespread interest. There has been so much agitation over cold storage, and so much misunderstanding of the scope and benefits of refrigeration, that the holding of this great World's Congress in the United States will be of great value as an educational force, bringing together as it does the leading refrigeration experts of the world.

A very elaborate programme is being arranged, both in the line of a refrigeration exposition, and in the nature of entertainment for the distinguished guests from abroad. The meat industry, as the chief user of refrigeration, is especially interested in this event. In a bulletin issued this week to members of the American Meat Packers' Association on this matter Secretary George L. McCarthy says:

The Third International Congress of Refrigeration will be held in Chicago in September. It will be under the official auspices of the United States Government, and it is expected that there will be from fifteen hundred to three thousand delegates present from all parts of the world. A very elaborate plan of entertainment for these delegates has been almost completed. It will include special trains from New York to Washington and from the East to Chicago, and back again to New York; banquets, pleasure tours and other forms of entertainment—all without expense to the foreign delegates.

All of the industries which are interested in refrigeration are subscribing for the entertainment fund, and I have been requested to act in that capacity for the meat packers. As no other industry is so vitally interested in refrigeration as ours, I am quite certain that our trade will lead the others on subscriptions. This is a very highly patriotic duty that we owe to our foreign visitors, and a very large fund will be required to do the honors properly, and I therefore solicit a liberal contribution from you for this purpose.

## Plan of the Coming Congress.

Concerning the scope and plan of the Congress the committee of arrangements says:

More than forty countries will be represented by official government delegates as well as by delegates from industrial associations, technical societies and institutions of learning, also by experts and practical men interested in the application of refrigeration to the various industries.

His Excellency the President of the United States is Patron of the Congress, and the Secretary of the United States Department of Agriculture is Honorary President. Other prominent Government officials occupy important positions. The official character of the Congress is thus established.

(Continued on page 22.)

## DEVELOPMENT OF THE PACKING BUSINESS

### How the Meat Industry Came to be What It Is Today

From "The Morris Standard."

Since earliest history gives us any record man has been an omnivorous animal, subsisting both upon animal and plant life, drawing a portion from each in such proportion as his needs demand. In none of the explorations that have been made has there been found a people who were primarily carnivorous or strictly vegetarian.

The demand for meats grows less as we approach the equator and greater as we approach the poles. As practically all progress and advancement in civilization has been made by those living in temperate climates, there is no need for particular attention being given either the frigid or torrid zones in this article.

Sir William Temple, a distinguished English diplomat of the seventeenth century, wrote in praise of the English people: "All courageous animals are carnivorous, and greater courage is to be expected in a people such as the English, whose food is strong and hearty, than in the half-starved commonalty of other countries."

What made England great? The courage and indomitable will of her people, and much of the credit should be given the good roast beef, mention of which abounds in her poetry and prose.

The highest type of civilization of prehistoric time was found in Egypt, but the paintings in their temples and tombs and upon their obelisks inform us that the bull was held sacred as one of their dieties. As nearly all the gods of the ancients had their origin or inception because of the great benefit derived from them, it shows the high esteem in which cattle were held in that early day.

On one of the obelisks of Egypt was found a very fine painting, showing a herd of sacred bulls passing in review before the assembled royalty. This, we believe, is the earliest instance of government inspection, and shows we are only attaining now what they had centuries ago. All attempts to find the government legend "Inspected and passed" in this painting have failed so far, but possibly some of the hieroglyphics may mean this!

In Palestine the shepherd who watched over the flocks and herds was held in high esteem for the service rendered because of the value of his charges. In Biblical lore fat and lean kind represented the years of plenty or the years of famine, and today this country or any other in the temperate zone is prosperous when they have an abundance of fat cattle, swine and sheep, and the ability to distribute such in the shape of meat or meat food products to the consumer.

#### Great Change in Methods of Slaughter.

The type of cattle as portrayed by the early paintings of Egypt has undergone a great change, but the method of handling these same cattle in slaughter has seen far greater changes and improvement.

In the early history of this country the farmer had a small herd of cattle, sufficient to supply the family with milk and butter and give an occasional animal for conversion into beef and tallow for the tallow dip or

candle so necessary in that time; a few sheep from which to secure the wool for the "homespun" and a mutton at harvest or threshing time; just enough hogs to furnish the loins and salt pork for the family and occasionally one for the village butcher.

The uses of lard were very much restricted, and as late as the early part of last century very small portions of the lard were consumed as food, and much found its way into ointments and salves which had a much more ready sale then than now.

There was, however, a redeeming feature in the cattle business, for in the olden days the delectable cooking of the now cheaper grades of beef had not become a lost art. A piece of round steak then was as savory as the choicest porterhouse or sirloin now. Could this lost art be recovered, it would make much difference in the cost of living in many homes.

As the country developed from a strictly agricultural one to a mixed occupational people, where many were not producers, there became a greater need of larger meat supplies by the individual producer, and as the producer and consumer were gradually growing farther apart, it required a change in the old order of things.

The Middle West was rapidly becoming settled; the Eastern farms, many of them, having become worn and only able to supply the dairy products for the rapidly growing manufacturing centers, and to the great valley of Mississippi, where grains of all kinds, especially corn so necessary to both cattle and hogs could be raised cheaply, was transferred the task of supplying the East with meat products.

At that time there was no means of artificial refrigeration, and ice was required to reduce temperatures, and of necessity the slaughtering was largely done in the packing season or from November to March. Even as late as 1875 the packing of hogs in the winter season was more than four times that of the other eight months of the year, while at the present time there is nearly twice as many hogs killed from March 1 to November 1 as during the winter packing season.

#### Meat Cutting and Distributing Methods Were Altered.

The proper handling of the large quantities of pork killed in winter then became a problem. The cuts of meat were necessarily such that they could be carried for a period of time without the refrigeration we now have, consequently mess pork, ribs and prime steam lard, the articles which are now speculative on the Board of Trade, became the standard cuts, as none of them required excessively low temperatures in order to properly carry them.

Then no special attention was given to the saltiness of a product, and salt was freely used. The first great packing center in the West was Cincinnati. Its location on the Ohio River, with the great States of Ohio, Indiana, Illinois and Kentucky at its door, with their possibilities of production and the entire consuming South near at hand for its distribution. It was possible

for the boats plying the Ohio to bring in the live hogs cheaply and the same boats to take the product which required no refrigeration to the extreme south. In those days Memphis, Vicksburg, Natchez, New Orleans and Mobile points easily accessible by water had a large share of the pork trade.

With the invention of the refrigerator car the entire conditions changed. Beef, pork, mutton, veal which hitherto had to be cured before transportation could now be sent to distant portions of the country, arriving in perfect condition. In order to properly care for this product upon arrival the shipper was compelled to have receiving stations, and the branch house became necessary. Here the local butcher could come and purchase his requirements for a day or a week and have the fresh product, where before he had only the cured product and the locally killed animals, which were many times inferior and poorly dressed.

The manner of cutting both beef and pork underwent a radical change. The pork which formerly was all cured before shipping, now began to go forward as loins, butts and shoulders, which necessarily changed materially the cuts remaining for salt and pickle. In place of the rib and rib back came the extra and the fat back. In place of the D. S. American shoulder and the S. P. New York shoulder, once sold in such large proportions, came the Cala or picnic, which has become so popular. With the coming of artificial refrigeration attention began to be given cure, and the fancy brands of meat began to appear which required an absolutely even temperature to guarantee uniformity.

In the early days very little attention was given to the by-products, but at the present nothing goes to waste. New uses are constantly being found for those which at the end of the year make no mean sum, and has done much to keep prices which have been very high from being prohibitive.

#### MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Meat inspection inaugurated: \*David Shannon Company, 611 West Fortieth street, New York, N. Y.; \*Weil Packing Company, Little Rock, Ark.; Eugene H. Debroise, Woonsocket, R. I.; Independent Provision Company, 5 North Water street, Philadelphia, Pa.

Meat inspection discontinued: Armour & Company, Lowell, Mass.; Swift & Company, Savannah, Ga.; Northwestern Glue Company, Forty-fourth place and Packers avenue, Chicago, Ill.; \*F. T. Nance & Company, Morristown, Tenn.; John Kee's Sons, 63 Bayard street, New York, N. Y.; Whitesburg Packing House, Whitesburg, Tenn.; Margolis Kosher Sausage Company, Chelsea, Mass.; \*Whooley Packing Company, Watertown, S. Dak.; Mound City Butterine Company, 8 South Second street, St. Louis, Mo.

\*Indicates slaughtering.

#### PRACTICAL POINTS FOR THE TRADE.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?



## CUBA'S CHIEF MEAT MARKET IS ANCIENT

### Description of the Place Where Havana Consumers Buy Meat

(Staff Correspondence of The National Provisioner.)

In a recent issue The National Provisioner described the principal abattoir and packing-house of the Island of Cuba, the Matador Industrial of Havana. It is a modern plant, with facilities of the latest for handling by-products and conducting operations in a sanitary way.

Havana's chief retail market is as ancient and unsanitary as its chief packinghouse is modern and clean. The great Tacon Market is the chief retail center of the city of Havana, where almost everybody goes for his or her meats, poultry and provisions, and it is as far behind the times as the Matador Industrial is up to date.

The Tacon Market takes in a whole square block. It is a scene of wildest confusion during the early morning shopping hours. The ground floor is entirely taken up by the grocery, fruit, vegetable, delicatessen and fish stands, of which there are many. All kinds of fish are shown, from a smelt to the delicious pompano and royal red snapper, from the Spanish mackerel and Southern shad to the craw-fish, which is a good substitute for our American lobster, and the big, fat jolly-faced crabs, one of which makes a good-sized meal. There are also the piles of heaped-up devil or cuttle-fish, enough to give a sober man delirium tremens.

The Spanish fishermen are extraordinarily skillful in cleaning fish. They use a heavy, broad-bladed, short-handled axe in place of a knife, with which they can take a fish the size of a smelt, give a hurried gash on each side of the backbone, and with an upward flip bone it completely. It is wonderful how rapidly and skillfully they use this clumsy tool, cutting off heads, opening the fish, cutting the larger ones in neat slices and clipping off fins to the fraction of an inch.

Their cutting blocks are made of a piece of tree about six or eight inches thick and about a foot in diameter, with the bark left on, and from constant use these blocks are worn to a bowl-like shape. Every little while the dealer calmly turns his block upside down to empty it of the accumulations of fish juice and water. Block brushes or scrapers they are blissfully ignorant of. The floors are littered with refuse of all kinds, and there is not a single fly—they are all married and have very large families. The "Swat the fly" slogan has not reached Havana as yet.

To attract attention to their wares, a hard-fisted negro, black as black can be, sits on the floor in front of the stands and pounds on a wooden box and yelps "Fish" in Spanish. All in all, it's like Hades let loose.

#### Prices and Methods of Marketing.

The floor above the fish market is devoted to the butcher stands and live poultry, where chickens, fowl, ducks, geese, guinea hens, doves, pigeons, rabbits, etc., are kept in wire cages and sold alive as wanted. A pair of chickens, scrawny and thin, weighing less than two pounds, bring from \$1.25 to \$1.50, a scrawny blue-skinned 10-pound turkey about \$2.50, a fair-sized goose \$3, and everything else in proportion.

A common sight is to see a housekeeper load up a supply of fruits, groceries, etc., in a wide, shallow basket, with a pair of live chickens having their feet tied and their heads mournfully peeping over the edge, perched on top of the family dinner. The housekeeper gracefully balances the basket on top of her head and strolls homeward in a nonchalant way to get dinner ready for her muchachas and muchachos.

A curious way the Spanish senoras who keep dressed poultry stands have of cutting chickens up for fricassee is to snip around the joints with a pair of scissors, never using a knife, but leaving the wings, legs, breast and backbone of the chicken hanging all together by shreds of skin, so that the whole chicken hangs together although all cut up. They are thus ready to sell a breast, or leg, or wing, as wanted. The head and neck are left together and sold separately from the rest of the carcass.

#### Ancient Methods of the Butchers.

The hooks on which the poultry is hung are made of wire and strung along metal rods, like a string of rings on a curtain pole. But they answer the purpose admirably. The butchers' stalls are a sight. They use the same axe for a cleaver as does the fish man, and as a result many of them have badly scarred hands. Their scales are of the very oldest and most obsolete kind, and it is hardly believable that as business men who handle meat that is so high priced, they should continue to use them year in and year out, and lose a fraction of weight in almost every sale, as it is almost impossible to get the exact weight on small sales, and much loss is the natural result.

The beef they sell is very light, poor and lean, most of it cows weighing about 75 pounds to the quarter, and usually very dark. They "bone" whole sets of ribs, trim off every possible bit of fat and skin, top sirloins, top and bottom rounds the same, until nothing is left but the solid clear beef, which they sell for 18 cents a pound. Soup and shin meat brings 10 cents a pound and tenderloin 20 cents a pound.

Strangest of all it is that they skin the whole sides of pork, cutting away every scrap of rind and fat, until from a distance they look exactly like sides of veal. A popular article of food is boiled cattle hoofs, which are found on many of the stands, also tripe and other organs of the animal, which are always in demand.

The working hours of these Havana marketmen would cause a riot in any big American city, as they work from 1 a. m. to 11 a. m., selling beef only, then dinner and siesta until 2 p. m., then work until 6 p. m., selling pork only. In addition to this they work all day Sunday. They pay \$1 per day rent for their stands, and a yearly license fee of \$16. The sanitary conditions are very bad, besides which they are continuously smoking while waiting on trade. But as the customers also smoke, it passes unnoticed.

All beef is sold fresh. If any should be left it is put in the ice box (their box is the

kind that is used for packing poultry) and sold the next day for half price. And they pay almost a cent a pound for ice. Some of the stands have sides of pork roasted whole, which they chop off in the desired quantities and get 40 cents per pound for. And after it is chopped off it looks as though it had gone through a coarse chopping machine, as they are not strong on clean, careful cutting. This would be almost an impossibility, considering the kind of tools they use. Many of the knives are made by hand by an old Spanish carpenter and blacksmith.

On the whole the Havana Market would not be a very attractive or desirable place for an up-to-date American housekeeper to shop in.

L. A.

#### URUGUAY PUBLIC ABATTOIRS.

A bill providing for the establishment of a public stockyard and slaughterhouse in Montevideo and 18 public slaughterhouses in the smaller cities of Uruguay has been presented to the Chambers, reports American Minister Nicolay A. Grevstad. The total cost of these establishments is estimated at \$1,912,900, United States gold, divided as follows: Slaughterhouse in Montevideo, \$930,600; stock yard in Montevideo, \$517,000; 18 departmental slaughterhouses in cities of 5,000 inhabitants or more, \$465,300. The cost is to be defrayed from the proceeds of the fees for cattle brands and marks.

Dr. Ernesto Bauzá, Chief of the Bureau of Animal Sanitation, has recently completed a special investigation of slaughterhouses in the United States and Europe, and the bill is framed in accordance with his recommendations. The stockyard in Montevideo is to be circular in form and up to date in every respect. The slaughterhouse at Montevideo will be constructed in conformity with the best American and European models. The departmental slaughterhouses will be on a more modest scale, but will comply with modern requirements as to sanitation. It is expected that the erection of these abattoirs will broaden the home market and help to win larger markets for Uruguayan meat abroad.

#### CLEANING CATTLE PAUNCHES.

The federal meat inspection authorities have notified inspectors that they must see that cattle paunches intended for tripe or other edible purposes must be thoroughly cleaned before being used. The notice says:

Inspectors are directed to require that the cleaning of cattle paunches intended for tripe or other form of edible product be done thoroughly as to all surfaces and parts and that such cleaning be the first step in the process of handling after the paunches have been emptied of their contents. Paunches which have not been cleaned as above indicated shall not be passed for use in the preparation of edible product.

#### BEEF CASINGS MAY BE USED.

The federal meat inspection authorities have ruled that intestines from beef carcasses "which have been passed for food with the provision that they be retained for 21 days, as required in Amendment 3 to B. A. I. Order 150, may be used for casings after they have been subjected to the usual method of preparation, and may be passed for such purposes upon completion of the final inspection of the carcass."

## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### FIGURING COSTS FOR SMALL PACKER.

Packers and slaughterers who are up to date have their business figured down to a scientific basis. So do butchers. Many small packers have not yet learned to do this, especially the accounting end. Here is a question from a Western subscriber who is a slaughterer and retailer combined. The answer to it will be valuable to every small packer or slaughterer. The outline of figuring costs given in this answer is often asked for. We suggest that those whom this interests cut it out and paste it up where they can see it every day.

The subscriber writes as follows:

Editor The National Provisioner:

I have a retail meat market in a small town, and would like to start to do my own killing for market. I will have to buy my cattle by live weight: say, for instance, I buy a steer weighing 1,000 pounds alive, and it cost me  $5\frac{1}{2}$  cents per pound. Now, I would like to run my market independent of my slaughterhouse, and would like to have you to give me an idea as to just how I could get at a dressed cost on this steer. In other words, I want to find out what it is worth, after being dressed, hanging in my slaughterhouse ready for the retail market. The American packers must have some method of getting at the cost of a dressed beef.

Of course, I will be killing on a small scale, and will feed all my offal to hogs, and save all the fat I can from the entrails. I can't figure much on bones, as I am situated so that they are hard to dispose of.

A small slaughterhouse and a retail meat market in connection therewith obviously entail a debit and credit accounting just the same as a large packinghouse. The volume of business and the best utilization of all products accomplished by the big packer places

his cost at the minimum, and his profit at the maximum of possibility. Elaboration along these lines, however, in your case would be superfluous. Nevertheless, your proposition is a question of debit and credit just the same.

Firstly, there is the cost of the steer, to which should be added cost of buying and subsequent slaughterhouse expense, on a basis of so much per head. Every cost should be included—labor, including your own time; rent, fuel, light, insurance, interest, taxes, maintenance of plant, and so on. Costs per year are readily reduced to so much per day or week, or so much per head of cattle handled in your slaughterhouse, as undoubtedly your average killing is about the same weekly.

Having arrived at the cost, you begin to figure credits. Deduct these from the cost you have already arrived at. For instance, the hide weighs so much and you know what you can get for it. Shrink the slaughterhouse weight 15 per cent.; that is, if a hide weighs 60 pounds, figure it at 51 pounds, at so much per pound. Weigh all your fats and shrink them 25 per cent., figuring the net weight at the price you can get for this material rendered—not forgetting that the tierce costs you something.

It would seem worth while to clean all your casings and guts, also the tripe. The bones should be cooked, so as to get all the grease out of them. Hides, grease and bones are always salable, and ordinarily one buyer will take all. If you have no tank or steam, use a kettle and fuel for rendering.

Then there is the residue from the kettle, and cooked blood could be utilized by your neighboring farms as chicken and hog feed or fertilizer. Throwing all entrails to the hogs is very poor business, any way you figure it.

When you have figured all costs and deducted therefrom all credits—hides, fat, casings, bones, etc.—and when you have shrunk the weight of your hot dressed carcass 2 per cent., then you can readily arrive at its cost to you. To this cost add whatever you con-

sider a fair profit to the slaughterhouse, and so charge the retail market.

(Continued on page 41.)

### THE TREATMENT OF HOG HAIR.

The following has been received from a Western packer who read the article which appeared in a recent issue on the subject of hog hair and methods of treatment:

Editor The National Provisioner:

I read the article on "The Treatment of Hog Hair" in a recent issue of The National Provisioner with much interest. I have been trying to handle my hog hair to the best advantage, but I do not see how it is possible to figure out such large profits as the writer indicates in his article.

The enquirer evidently misunderstood the matter somewhat. The data in the article referred only to actual treatment of the hair, and did not include other necessary charges of plant operation, which vary according to the location, surroundings and methods adopted. This misunderstanding is explained on another page of this issue of The National Provisioner.

### PROPOSAL.

PROPOSALS FOR INDIAN SUPPLIES—Department of the Interior, Office of Indian Affairs, Washington, D. C., January 15, 1913. Sealed proposals, plainly marked on the outside of the sealed envelope: "Proposals for Indian supplies, Omaha, Nebr.," and addressed to the "Commissioner of Indian Affairs, Eleventh street and Capitol avenue, Omaha, Nebr.," will be received until 2 o'clock p. m. of Monday, March 17, 1913, and then opened, for furnishing the Indian Service with rolled barley, beef, mutton, pork, corn, salt, groceries, furniture, paints, oils, glass, harness, leather, agricultural implements, medical and school supplies, etc. Bids must be made out on Government blanks. Schedules giving all necessary information for bidders will be furnished upon application to the Indian Office, Washington, D. C., and the U. S. Indian Warehouses at New York City, Chicago, St. Louis, Omaha and San Francisco. The Department reserves the right to reject any and all bids, or any part of any bid. F. H. ABBOTT, Acting Commissioner.

## STANDARD FOR A GENERATION SWENSON EVAPORATORS

have been put into every industry where evaporators are used. They have become so well and so favorably known that for most of these industries today the Swenson is standard. Repeat orders have followed one another until now half of our business is based upon previous business with the same concerns. At the same time, where required, we will design and construct evaporators of any type to suit special conditions.

We have become the largest manufacturers of evaporators in the United States because we have gone at the thing from the right standpoint. Our staff of engineers includes men whose experience ranges over all industries using evaporators, and whose training has been along thoroughly scientific lines. Every evaporator we build is designed to fulfill certain specific conditions. It is designed with the background of this wealth of experience, and is based upon correct principles. Only

under such conditions could the business have been built up to our present dimensions.

The reason the big packers come back to us for more and more evaporators for tank water is because they have thoroughly tested out our product and found it satisfactory. The man whose plant is smaller does not always have opportunity to make these tests, but he can safely rely upon the example of the men of widest experience.

# SWENSON EVAPORATOR CO.

945 Monadnock Block

(Formerly American Foundry & Machinery Co.)

CHICAGO

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## AMERICAN MEAT PACKERS' ASSOCIATION.

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Provision Co., Chicago, Ill.

## THE CALF CONTROVERSY

A feature of the discussion on the beef sup-  
ply shortage and what to do to remedy it has  
been the talk concerning indiscriminate  
slaughter of calves. Just where this talk  
originated is not clear, but the idea took  
hold, and there has been a lot of agitation  
over it. It has been said that one of the  
chief causes of a decreasing beef supply was  
the tendency of farmers to rush calves to  
market, to get them out of the way by dis-  
posing of them for veal purposes. Had this  
not been done these calves might have grown  
up into beef steers, and our beef supply com-  
mensurately increased, with a corresponding  
reduction in beef prices.

This idea proved so attractive, and appar-  
ently was so well supported by statistics, that  
it found many strong supporters. Chief  
among these have been the retail butchers'  
organizations, which have even gone so far

as to formulate and demand the enactment of  
legislation prohibiting the slaughter of calves  
under a certain age. They would compel the  
stockraiser to keep his young stock and de-  
velop it into beef, whether he wanted to or  
not.

Now, that sounds reasonable. Goodness  
knows the trade and the consumer alike have  
suffered enough from meat price conditions  
to grasp at any straw that offered relief. It  
seemed wasteful, almost criminally so, for  
the farmer to kill off his calves when beef  
was so scarce and high. It was justifiable,  
seemingly, to pass laws to make him stop  
this slaughter and grow beef instead of veal.

But our livestock friends tell us that we  
are wrong. They insist that if we will look  
into the situation a little more thoroughly  
we will find that the greater proportion of  
calf slaughters are justifiable and necessary.  
These, they say, are dairy calves, good for  
nothing but veal. If the law compelled farm-  
ers to keep them and bring them up, they  
would not make marketable beef. Here is  
what the Breeders' Gazette, a recognized au-  
thority, says on this subject:

"Of the calves that reach Chicago by the  
hundred thousand during the spring season  
few are fit for maturing purposes. They are  
worth more actual money for vealing at the  
150-pound stage than if held on the farm  
until yearlings. Feeders will not handle  
dairy-bred stock cattle, for obvious reasons,  
and even if matured and fattened such cat-  
tle would not be popular with killers or the  
product with retailers.

"That too many steers known in stock  
yard vernacular as "cold-bloods" and "coun-  
terfeits" are carried past the calf stage is  
demonstrated by inferior quality of much of  
the stuff displayed in the stocker alleys, es-  
pecially at Chicago. There is logical argument  
in the contention that beef-bred calves should  
be matured, but the much exploited idea that  
any considerable proportion of the bovine  
babies reaching market are of that variety  
is fallacious."

It seems we must revise our ideas as to  
indiscriminate calf slaughters. Veal lovers  
will eat with more contentment, knowing  
that they are not thereby contributing to  
higher living cost. Nevertheless, it would  
not be a bad idea to look more carefully into  
this question of calf slaughter at the expense  
of matured beef supplies, and see if there is  
not, after all, some reason for remedial legis-  
lation patterned after that of the country  
which is now taking the lead as the world's  
chief producer of beef.

## TREATMENT OF HOG HAIR

Practice in the packinghouse industry  
changes so constantly that two experts can  
scarcely ever be found to agree on a given  
subject. Both may be right, according to  
their lights, and yet their opinions placed  
side by side may appear to be impossible of  
coordination. It is well to give due consid-

eration to all such opinions on packinghouse  
method and practice, and adapt them accord-  
ing to local conditions and needs.

Since there appeared in a recent issue of  
The National Provisioner an article on the  
treatment of hog hair, written by an expert  
who had made careful investigation of the  
subject, there have been some criticisms of  
his treatment of this topic. Some have had  
to do with methods, others with results.  
His review of methods covered the field  
pretty thoroughly, omitting only a recently-  
devised mechanical method about which there  
is not much to say at this time. There were  
also differences of opinion expressed concern-  
ing statements made by the writer of this  
article as to profits to be derived by the  
proper handling of hog hair. Some thought  
the profits were figured too high.

It must be noted, however, that the fig-  
ures stated pertain to nothing but the actual  
treatment of the hair, and without any ref-  
erence to such separate charges as adminis-  
tration, maintenance, depreciation, insur-  
ance, loading, shipping—and above all, selling  
cost. The reason that these items were not  
mentioned is apparent when the wide varia-  
tion of such charges is taken into considera-  
tion. It becomes an easy matter for every  
hair man to add such items to his cost ac-  
count, and subtract the amount so found  
from the net profits.

The article referred to dealt solely with  
the actual expenditures necessary in order  
to convert the scraped-off hog hair into the  
various products in the form in which the  
latter reach the market. It did not take  
into account the expense of the scraping. In  
plants where modern accounting methods  
prevail that is usually charged up to the  
hog-killing department, after which the hair  
is delivered to and charged to the hog hair  
department at a fixed price—which, by the  
way, need not be the market price of the  
hair, but which may be and often is fixed  
arbitrarily by the pork department.

Considering the costliness of the necessary  
installation for treating hog hair in big  
plants, it was likewise impossible to figure  
the items of depreciation, interest and in-  
surance. All of these were left to the indi-  
vidual manufacturer to estimate, according  
to his equipment. The matter of adminis-  
tration and selling are also important items  
which are not given in the calculation, for  
the reason that packinghouse organizations  
differ in their make-up, and there is hardly  
a common basis for the computation of these  
items of cost.

All of these facts can be discovered by a  
careful perusal of the article in question. It  
contained the basic facts of importance to  
the packer who wants to get the best re-  
turns for his hog hair. It did not pretend to  
work out an accounting plan.

## TRADE GLEANINGS

George Blythe will establish a soap factory at Charlotte, N. C.

H. T. Lykes has awarded contract for the erection of an abattoir 80 x 90 feet at Gary, Fla.

The plant of the Georgia Cotton Oil Company at Columbus, Ga., has been destroyed by fire.

The new abattoir erected at Bay City, Mich., by Geo. Zimmer has been opened and is in operation.

The seedhouse of the Florida Cotton Oil Company at Jacksonville, Fla., has been destroyed by fire.

The Campobello Oil Mill Company, Campobello, S. C., contemplates rebuilding its recently burned mill.

The St. Louis Independent Packing Company, St. Louis, Mo., will erect a cold storage plant 113 x 172 feet.

The Business Men's League, of Pecos, Tex., are considering the erection of a small packing plant at that place.

Two hundred bales of linter cotton have been destroyed by fire at the Planters' Cotton Oil Mill, Bonham, Tex.

The Union tannery at Wausau, Wis., which has been shut down for some time, will commence operations about March 10.

A company is being organized at Ralford, N. C., by T. B. Upchurch and others to establish a cottonseed oil and fertilizer plant.

Fire has destroyed the plant of the Arkansas Valley Cotton Oil Company at Dardanelle, Ark. The loss is around \$50,000.

The West Packing Company, Wellsburg, W. Va., has been incorporated with a capital stock of \$105,000 by G. W. West and others.

T. L. Layton Company of Philadelphia, Pa., is considering the establishment of a combined fish oil refinery and fertilizer factory at Galveston, Tex.

The O'Sullivan Provision Company, of Troy, N. Y., has been incorporated with a capital stock of \$10,000 by J. F. O'Sullivan, T. J. Caples and others.

The Grayson Home Mixture Company, Grayson, Ga., has been organized with a capital stock of \$5,000 by A. D. Adair, Sr., A. D. Adair, Jr., G. W. McCarty and others.

At the regular monthly meeting of directors of the American Cotton Oil Company Harry C. Fahnestock resigned and William Fahnestock was elected to fill his place. The action of the former was in accordance with his policy of lessening his duties as director in various corporations.

The \$50,000 fertilizer and cotton oil plant at Headland, Ala., is now about ready to begin operations. It is said that this is the best constructed plant in the State, if not in the South. The building is 300 by 100 feet, built of brick and steel, and is fireproof. The machinery is of the most modern type. The plant is largely owned by the farmers living near Headland.

The firm of Protzman & Seaton, wholesale butchers, of Wallabout Market, Brooklyn, N. Y., have dissolved partnership. The business will be continued, however, by Mr. Protzman alone, with his son, Charles, in active charge. The firm was established twenty-four years ago. The present plant covers the entire block front on Flushing avenue, between Market and East avenues.

The sale of the Eureka Fertilizer Company's plant, located on the Susquehanna river, near Perryville, Md., advertised to take place last Wednesday in Elkton, has been postponed owing to an injunction granted by Judge Rose, of the United States Court at Baltimore. The national banks at Oxford and Avondale have petitioned the court to have the company thrown into bankruptcy.

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Bone and Tankage Mills, etc.  
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Buffalo, N. Y.

### DEATH OF PACKER AND STOCKMAN.

John G. Cassaday, a prominent stockman of the Southwest, died on Tuesday, February 18, at Arkansas City, Kas., after a short illness. Mr. Cassaday was prominently connected with livestock and meat-packing industry. He was one of the organizers of Henneberry & Company, the Arkansas City packers, and had held office of secretary since the date of organization of the company. Mr. Cassaday was born in Michigan in 1868, went to Kansas very early in his life, and after finishing school engaged in farming and stock raising. He had been progressive in all matters pertaining to these industries, and was prominently connected with the farm demonstration movement which is now taking hold in several of the progressive counties of Kansas and Missouri.

### DEATH OF BUTCHERS' SUPPLY MAN.

Solomon Ettlinger, president of the Koch Butchers' Supply Company, of Kansas City, Mo., was fatally stricken with heart disease last Wednesday at the office of the company. He had been in ill health several months and left the management of the concern to his son, Ralph Ettlinger. His condition had grown worse in the last two weeks, but he insisted on spending a few hours at the office each day against the advice of his family. Mr. Ettlinger was 65 years old and was born in Gundelsheim, Germany. Besides the son, he is survived by his widow and three daughters.

### FOREIGN COMMERCIAL EXCHANGE.

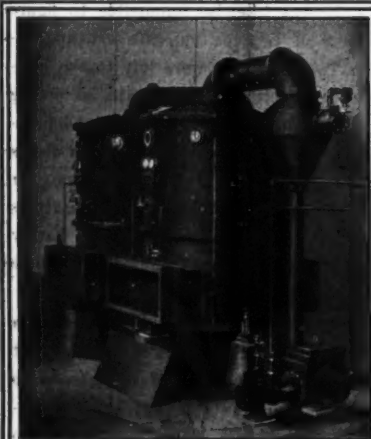
New York, February 28.—Foreign commercial exchange rates were quoted today as follows:

London—			
Bankers' 60 days.....	4.8315	@4.8325	
Demand sterling.....	4.8750	@4.8755	
Paris—			
Commercial, 90 days....	5.24%	—1-16@5.24%	
Commercial, 60 days....	5.22½	—1-16@5.22½	
Commercial, sight.....	5.18%	—1-16@5.18%	
Berlin—			
Commercial, 90 days....	93 9-16	@ 93%	
Commercial, 60 days....	94	@ 94 1-16	
Commercial, sight.....	95	@ 95 1-16	
Antwerp—			
Commercial, 60 days....	5.26½	@5.26½+1-16	
Amsterdam—			
Commercial, 60 days....	39 13-16	@39 13-16+1-16	

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## FOR PURCHASING DEPARTMENTS

### QUALITY IN SAUSAGE MACHINERY.

In these days of progress the word "Quality" is appreciated more than ever. No matter what business he is in, you will find the practical man of today will consider quality first, then cost. This is especially apparent when considering sausage machinery.

The purchase of machinery is not a daily occurrence, and it is an acknowledged fact that a good machine, and one that will last, must cost more. Also, on the other hand, the saving in repair bills and delays, and the prolonged service derived from a good machine, will in all cases more than make up the difference in the initial cost.

A silent cutter, for instance, must be operated at a high speed, and in most cases continuously; therefore, in order to last long and do good work, it must be built strong and durable. A remarkable record has been called to the attention of the trade, accomplished by the well-known Buffalo Silent Cutter. The following letter to the manufacturers, John E. Smith's Sons Company, of Buffalo, N. Y., tells of it:

Montgomery, Ala., February 10.  
John E. Smith Sons Company,  
Buffalo, N. Y.

In the fall of 1906 I purchased one of your No. 23 Buffalo Silent Meat Cutters. We have been using this machine ever since it has been installed, and in this period of six years I cannot recall a single instance that it has been out of order. The only expense it has entailed, outside of the initial cost and freight, and the motive power necessary to operate it, is the purchase of extra sets of knives.

Considering the various men that have worked with this machine, and the rough usage to which it has been subjected, this in my opinion is a remarkable record, and it is one of the few machines of the many I have owned that haven't given me any worry, trouble or concern.

I cheefully recommend a Buffalo Silent Meat Cutter to anyone who wishes a meat cutter that will do the work, and will give entire satisfaction.

M. STRAUSS.

This testimonial, being unsolicited, is the more appreciated by the manufacturers. Prospective purchasers of sausage machinery may get into communication with the manufacturers, who will be pleased to give full information and details concerning this machine.

Watch page 48 for business opportunities.

### YORK ICE MACHINE SALES.

Recent sales of ice-making and refrigerating machinery are reported by the York Manufacturing Company, York, Pa., as follows:

M. Puskarich, Kansas City, Mo., one 4-ton vertical enclosed type belt-driven compression side and refrigerating system.

Wrenden Market Company, Los Angeles, Cal., one 2-ton vertical belt-driven enclosed type compression side.

John Schooth, Brooklyn, N. Y., one 4-ton belt-driven enclosed type refrigerating machine and compression side.

Pinckneyville Light, Ice & Power Company, Pinckneyville, Ill., one complete 20-ton distilled water ice-making plant with horizontal double-acting refrigerating machine.

Englewood Distilled Water Ice Company, Chicago, Ill., one 65-ton belt-driven refrigerating compression side and 40-ton raw water ice-making plant.

Pig'n Whistle Company, Los Angeles, Cal., one 1-ton vertical enclosed belt-driven refrigerating machine and compression side.

Benham Ice Cream Company, Fresno, Cal., one 40-ton vertical single-acting belt-driven compression side; 8½-ton flooded can ice-making plant and ice cream freezing and hardening plant.

Montague Creamery, Montague, Cal., one 8-ton belt-driven compression side and refrigerating plant.

Marion County Milk Products, San Francisco, Cal., one 6-ton enclosed belt-driven compression side and refrigerating plant.

American Gas Company, Los Angeles, Cal., one 6-ton belt-driven compression side and refrigerating plant.

St. Vincent Hospital, Portland, Ore., one 4-ton belt-driven compression side and refrigerating plant.

Fred Steiger, Brooklyn, N. Y., one 6-ton belt-driven compression side and refrigerating plant.

Wanzer & Hernandez, Arecibo, P. R., one 4-ton belt-driven vertical enclosed type single-acting refrigerating machine.

Greenville Ice & Coal Company, Greenville, N. C., one 35-ton vertical single-acting steam driven refrigerating machine.

The K. & B. Packing Company, Denver, Col., one 11-ton vertical enclosed type steam-driven refrigerating machine.

Harbison's Dairies, Byers, Pa., one 8-ton vertical enclosed type steam-driven refrigerating machine.

Hughes Provision Company, Youngstown, Ohio, one 4-ton vertical enclosed type belt-driven refrigerating machine and compression side.

W. H. Coles, Charleroi, Pa., one 2-ton vertical enclosed type belt-driven refrigerating machine and compression side.

Sampson Abattoir Company, West Rochester, N. Y., one 11-ton vertical enclosed type belt-driven refrigerating machine and compression side.

Samuel Bookbinder, Philadelphia, Pa., one 2-ton vertical enclosed type belt-driven refrigerating machine and compression side.

Averne Hygeia Ice & Supply Company, Arverne, N. Y., one 17-ton vertical enclosed type steam-driven refrigerating machine and compression side.

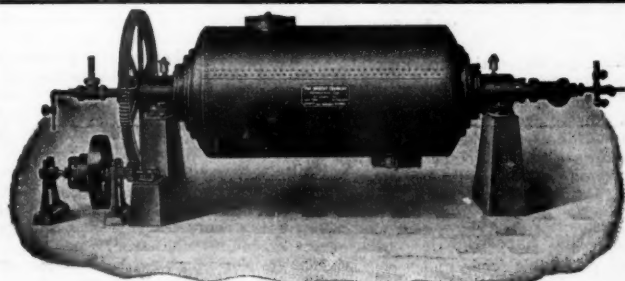
### JOHNS-MANVILLE SALESMEN MEET.

Following a long established custom, the 600 or more salesmen, as well as the department managers, of the H. W. Johns-Manville Company, assembled in annual convention on various dates from January 2 to February 8 at Milwaukee, Boston, New York, Philadelphia, Pittsburgh, Cleveland, Chicago, St. Louis, New Orleans, San Francisco and Toronto, to learn more about the products which they sell. One by one about three hundred products of this concern, such as J-M asbestos roofing, shingles, packings, pipe coverings, brake linings, conduit, waterproofing materials, mastic, cold storage insulation, electrical supplies, etc., were taken up and their advantages over competitive products pointed out to the salesmen by specialists in each line. A week's time was devoted to each of these conventions, with a banquet at the close as a fitting ending.

### A "BOSS" CUSTOMER PLEASED.

The new packing plant of the Weil Packing Company, Little Rock, Ark., has recently started operation. The Cincinnati Butchers' Supply Company were awarded the contract for "Boss" beef friction hoists and other "Boss" equipment for the beef-killing floor, also for the complete sausage outfit, consisting of "Boss" electric motor-driven meat cutter, "Boss" electric motor-driven meat mixer, "Boss" electric motor-driven Enterprise cutter, "Boss" pneumatic sausage stuffer, etc. On February 15 the Weil Packing Company, through its vice-president, Theo. Weil, wrote the Cincinnati Butchers' Supply Company as follows: "Wish to say we have your outfits in operation and are well pleased with same."

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# ICE AND REFRIGERATION

## ICE NOTES.

Bishopville, S. C.—The Bishopville Ice and Fuel Company will establish a 10-ton ice plant.

Calera, Ala.—It is reported that the Calera Electric Light Company will erect an ice plant.

Homer, La.—N. L. Harmon, Prescott, Ark., is organizing a company to establish an ice plant here.

Columbiana, S. C.—A company is being organized here for the purpose of establishing an ice plant.

Monterallo, S. C.—The Brown Brothers' Lumber Company has started the erection of an ice plant.

Calera, S. C.—It is understood that the electric light company of this place will install an ice plant.

St. Louis, Mo.—The St. Louis Independent Packing Company will erect a cold storage plant 113 x 172 feet.

Rock Hill, S. C.—The establishment of a creamery plant here is contemplated by J. H. Lewis, of Lynden, Wash.

Brownsville, Tex.—The People's Ice & Manufacturing Company has increased its capital stock from \$100,000 to \$150,000.

Hickory, N. C.—The Catawba County Creamery Company contemplates increasing its capital stock and erecting a building.

Nelson, B. C.—Lucia Meat Company is extending its business, and has contracted for the installation of a 3-ton refrigerating machine, to be installed immediately.

Spokane, Wash.—White's Hotel and Restaurant has placed contract for the supply and installation of a 3-ton ice and refrigerating plant. This replaces the former plant, which was entirely destroyed by fire a week or so ago.

Yarmouth, Mass.—The long talked of cold storage plant at this place is said to be now an assured fact as far as preparations for its construction go. Fred M. Kimball, of Boston, treasurer and general manager of

the company, has been in Yarmouth recently and made arrangements for building operations to start soon so that the plant will be ready for use next summer. It will consist principally of a five-story frame building and will stand on the old Short wharf site.

## PENNSYLVANIA COLD STORAGE BILL.

A composite bill including the best features of various cold storage measures introduced in the Pennsylvania legislature has been favorably reported in the lower house, and it is said that it may pass. It specifies the length of time foodstuffs shall remain in storage, but it places the limit at such a short time in some instances that it is believed it would be unworkable, or would result in great hardships, increased food prices and a shortage of supplies.

In addition to the usual requirement that cold storage products be labeled and the provision for the licensing of storagehouses, it contains this schedule for the storage of meats, poultry, butter and eggs: Whole carcasses of beef or any part thereof, six months; lamb, six months; carcasses of veal or any parts thereof, three months; dressed poultry, five months; undrawn poultry, six months; eggs, eight months; butter, eight months; fish, nine months.

The bill further provides that in the event of a transfer of foods from one cold storage warehouse to another, the total time in which they remain in cold storage shall not exceed these periods. It also provides that such foods kept in cold storage in a place outside of Pennsylvania for longer periods than those specified shall not be sold or offered for sale within the State, and that it shall be unlawful to place in cold storage diseased, tainted or unwholesome food.

It provides that cold storage warehouses and foods contained therein shall be subjected to inspection and if necessary shall be closed up and if not rendered sanitary, revoked.

## WORLD'S REFRIGERATION CONGRESS.

(Continued from page 15.)

This announcement of the holding of the Congress will reach every civilized country on earth. Every one having any professional, commercial or economic interest in refrigeration, or engaged in any industry allied with the refrigerating industries, is invited to participation, in any capacity in which he may be most benefited.

The personnel of the Congress organization is convincing of the high standard set for carrying into effect the plans adopted. The plan of organization and the rules of government of this Congress have been formulated after close study of the reports of the two previous Congresses and other international gatherings.

The programme for the six sections into which the work of the Congress is divided, has been arranged not only to group related interests for the discussion of fixed topics, but also with a view of facilitating the prompt determination of conclusion, to be expressed by resolutions having international authority and effectiveness.

### The Refrigeration Exposition.

The exposition of perishable foods under refrigeration and of ice-making and refrigerating machinery, appliances and materials employed, to be held at the Coliseum for two weeks in conjunction with the Congress, will be a lesson for all and especially for the consuming public, the educational effect of which will

reach into every home of civilized people on earth. The Educational Food Exhibit to be installed under the supervision of the United States Department of Agriculture, some of the material for which is already being collected and placed in cold storage by them, will strikingly illustrate the value of the important investigations being carried on by the Government of the United States through its Department of Agriculture, and will show the most approved methods for preparing and handling such foods as are exhibited. All other countries will be invited and encouraged to exhibit their products and methods.

The public lectures and demonstrations on the proper care, and conservation under refrigeration, of perishable produce of all kinds will inspire confidence in these foods, and will encourage their increased production and preservation in cold storage, thus insuring adequate supplies at more uniform prices throughout each year, to the great benefit of the farmer and of the consumer as well.

Many different applications of refrigeration in the industrial arts, as well as in the sciences, will be practically demonstrated by operating or stationary exhibits; so also will the materials and mediums by which refrigeration is produced, economized and transmitted be attractively arranged and illustrated.

Many carloads of refrigerated fruits, vegetables, meats, fish, eggs and other provisions will be exhibited just as they are transported, under refrigeration, from the points where they are produced to the markets that require them, in many cases entirely across the continent.

Silk worms, lady bugs, useful germs, tobacco, beautiful flowers, and plants, as well as anatomical specimens will be on exhibition. Refreshingly cool living and hospital rooms may be inspected. Mechanically cooled water will be available everywhere. Liquefied and frozen air will be there and solidified mercury.

The grand banquet at which it is proposed to serve only such foods and beverages as are customarily held in cold storage in America, will afford an object lesson, to our own people as well as to the delegates from abroad, of the real value of this effective mode of preserving in their natural state the most valuable though perishable foods for use in periods of non-production or scarcity.

### Programme of the Congress.

The following briefly outlines the programme for the Third International Congress of Refrigeration, which will be elaborated and worked out in detail, and a complete programme will be mailed to all interested at a later date.

As it is probable that most of the delegates from foreign countries will arrive at New York City, headquarters have been provided for in that city. The American Society of Mechanical Engineers has very graciously offered the use of their quarters in the Engineering Societies Building, 29 West Thirty-ninth street, as headquarters in New York City for the Congress.

Delegates arriving in New York City at any time during the week ending September 14, will, upon registering at the headquarters, be furnished cards admitting them to the leading cold storage warehouses, ice manufacturing plants and other establishments equipped with refrigerating machinery, also other large manufacturing establishments in New York City and vicinity they may wish to visit and inspect.

Railroad and sleeping car tickets from New York to Chicago will be furnished free to all duly accredited official delegates and members from foreign countries (except associate members) attending the Congress, also return tickets to New York with stop-over privilege at Niagara Falls, which return tickets will be valid leaving Chicago on or after September 24.

On Sunday, September 14, 1913, it is proposed to leave New York City at 2:00 p. m. for Washington, arriving there at 7:00 p. m.

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**ICE PLANTS**

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CLEVELAND: General Cartage & Storage Co., Henry Bollinger.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DENVER: Denver Transit & Warehouse Co.  
DALLAS: Oriental Oil Co.  
EL PASO: El Paso Storage Warehouse Co.  
FORT WORTH: Western Warehouse Co.  
HAVANA: O. B. Cintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Louisville Public Warehouse Co.  
MILWAUKEE: Central Warehouse.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heindorf.  
NEWARK: Brewers' & Bottlers' Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasselacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pilabry-Becker Engineering & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

On Monday, September 15, at 10:00 a. m., the formal opening session of the Congress will be held in Washington. The Secretary of the United States Department of Agriculture, and other Government officials, will deliver addresses.

There will be a reception by the President of the United States, each delegate being personally presented.

The balance of the day will be spent in sight-seeing or visiting points of interest in and about Washington. At 8:30 p. m. there will be an official reception.

On Tuesday, September 16, at 10:00 a. m., the delegates will leave Washington for Chicago on special trains de luxe, complimentary to the foreign members; arriving in Chicago at 8:00 a. m. on Wednesday, September 17.

At 11:00 a. m. on Wednesday, September 17, it is proposed to have an official reception in Chicago, as all the American members of the Congress will have assembled at that time. At 2:00 p. m. the organization sessions of the six sections will be held, and at 8:00 p. m. the formal opening of the Exposition of Perishable Foods under Refrigeration, Machinery, Materials and Supplies, will take place, and appropriate lectures will be given in the Coliseum.

It is proposed to have half daily sessions of the six sections, morning or afternoon, from and including Thursday, September 18, to Tuesday, September 23, and that the other half of each day be spent in sight-seeing or visiting points of interest, such as the Union Stock Yards, Military Post, Naval Training School, works of the Illinois Steel Company, cold storage warehouses, ice plants, breweries and large manufacturing establishments, also an inspection of the sanitary district and other large electrical power plants. The evenings will be devoted to entertainment at theaters, visits to the expositions, banquets, etc.

A number of American technical societies, industrial associations and commercial organizations have arranged to hold their regular or special meetings at Chicago during the period of the Congress. The dates and hours of these meetings will be appointed so as not to conflict with the hours set for the regular sessions of the Congress or of any of its sections, so that all delegates who desire may employ their free time attending such meetings. Special days in recognition of particular branches of refrigeration are provided for. On ice man's day subjects especially related to the ice industry will be taken up and ice men from all over the world will be invited to participate in a general meeting held that day, for which a special programme will be arranged.

Cold storage and meat packers' day will be observed, and other refrigeration interests will be especially recognized. Complete details pertaining to this feature of the Congress will be incorporated in future issues of the programme.

On Sunday, September 21, a steamship excursion to Milwaukee will be made, if the weather is favorable; this will include luncheon and entertainment at Milwaukee, all complimentary to the foreign delegates.

On Tuesday, September 23, at 7:00 p. m., a grand banquet, complimentary to the foreign delegates, will be given. No foods or beverages will be served except such as have been preserved by refrigeration under the usual conditions and for the length of time customary in American commercial practice.

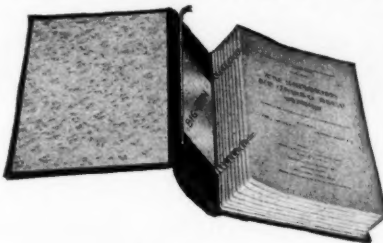
Wednesday, September 24, will be devoted to a meeting of the International Association of Refrigeration, an International Conference, and at 2:00 o'clock p. m. the formal closing session of the Congress, followed by a meeting of the Council of the International Association, as provided by the statutes, will be held.

A number of extended excursions will be arranged, which may be participated in by all the delegates. It is probable that an excursion to Panama and San Francisco will be included, provision being made for returning via another route; other excursions being for shorter distances. For all of these excursions greatly reduced railroad and hotel rates will be secured. Special committees will work out the details of these various excursions, and full particulars concerning them will be given out in ample time.

### SAVE YOUR NATIONAL PROVISIONER.

How often have you wished to refer to an article or an item of trade information or some valuable trade statistics in some back copy of The National Provisioner, only to find that copy lost or mutilated? You will be glad to know that we have succeeded at last in securing a really practical binder. You can now have your Provisioner in the form of a handsomely bound book, ready to refer to at any time.

The new binder is the simplest made. The binding is as simple as sticking papers on a



ordinary file. Each binder holds 26 copies of The National Provisioner, or an entire volume. The binder has the appearance of a regular bound book. The cover is of cloth board and the name is stamped in gold. The binder makes a substantially-bound volume that will be a valuable part of your office equipment or a handy addition to your library.

By special arrangement with the manufacturers we can furnish you with this binder for only one dollar. Merely send us your name and address. Simply say: "Send me your binder. I enclose \$1." The binder will be sent promptly, all charges prepaid.

WATCH PAGE 48 FOR BARGAINS.

## ANNOUNCEMENT

### The Flooded Ammonia Condenser

is the greatest step forward made in refrigerating and ice making machinery for many years. One square foot of surface of this type of condenser will do the same work as from three to five square feet of surface of the ordinary types, thus saving cost in apparatus, maintenance, and space required for installation.

### THE YORK MANUFACTURING COMPANY

has acquired the rights to make, use and sell the FLOODED Type of Ammonia Condenser as covered by the Louis Block and Thomas Shipley patents allowed, and now pending, and is prepared to furnish condensers of this type, or remodel existing ones. Full information furnished upon request.

Main Office and Works:  
**YORK, PA.**

General Western Office:  
**MONADNOCK BLOCK, CHICAGO**

BRANCHES IN ALL PRINCIPAL CITIES

# CROSS, ROY & SAUNDERS

SUCCESSORS TO  
ELLSWORTH & CROSS

CASH PROVISIONS FUTURES

POSTAL TELEGRAPH BUILDING  
CHICAGO

Members Chicago Board of Trade

New York Representative: F. B. Cooper, Produce Exchange.

Members American Meat Packers' Ass'n

## OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, February 27.—Toward the end of the week the hog arrivals have been somewhat more liberal than they have been in the past weeks, and if this situation should continue, we ought to have by and by a lower provision market than we have at the moment. The effect of the bountiful corn crop is bound to make a large supply of hogs sometime or other, but it seems that expectations for an early increase in the hog arrivals are doomed to disappointment, and that it may be late spring or summer before these large arrivals will materialize. Just at present lard and pork keep at the same price level and fluctuations this week were very trifling. The price of neutral lard has not changed during the week, and the turnover has been but moderate. Oleo business has been extremely quiet, after the advance made

recently, and it looks as if prices may sag off a little. There is daily business in the various grades of cotton oil with Europe, of which considerable quantities seem to be wanted.

## GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, February 27.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

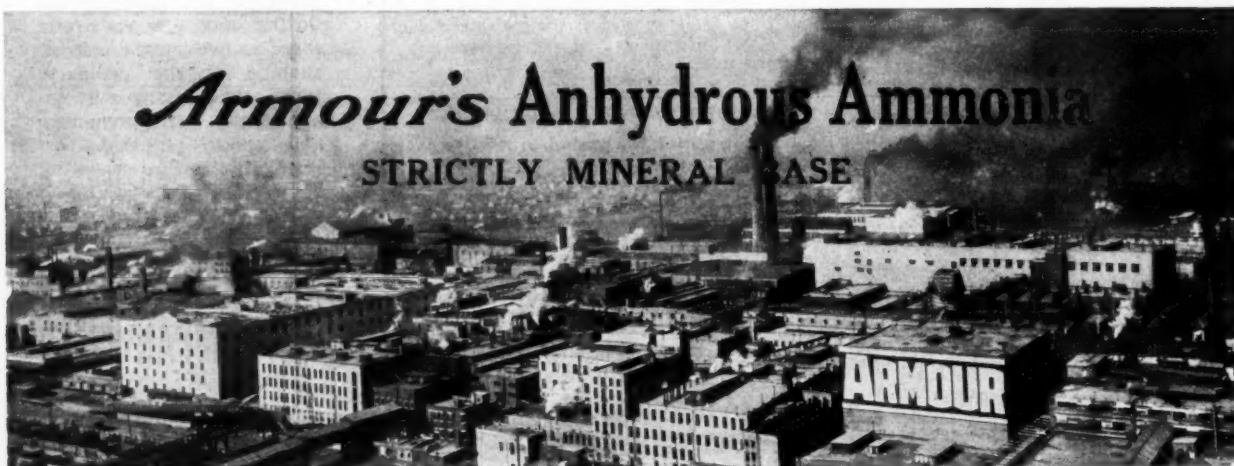
Regular Hams—Green, 8@10 lbs. ave., 14¼c.; 10@12 lbs. ave., 14@14¼c.; 12@14 lbs. ave., 13¾@13¾c.; 14@16 lbs. ave., 13½@13¾c.; 18@20 lbs. ave., 13½@13¾c. Sweet pickled, 8@10 lbs. ave., 14c.; 10@12 lbs. ave., 13¾@13¾c.; 12@14 lbs. ave., 13½@13¾c.; 14@16 lbs. ave., 13¼@13¾c.; 18@20 lbs. ave., 13½@14c.

Skinned Hams—Green, 14@16 lbs. ave., 14¼@14¼c.; 16@18 lbs. ave., 14¼@14¼c.; 18@20 lbs. ave., 14¼@14¼c.; 22@24 lbs. ave., 13¾@14c. Sweet pickled, 14@16 lbs. ave., 14¾@14¼c.; 16@18 lbs. ave., 14¾@14¼c.; 18@20 lbs. ave., 14¾@14¼c.; 22@24 lbs. ave., 13½@13¾c.

New York Shoulders—Green, 10@12 lbs. ave., 10¼c. Sweet pickled, 10@12 lbs. ave., 10c.

Picnic Hams—Green, 5@6 lbs. ave., 9¾@9¾c.; 6@8 lbs. ave., 9¼c.; 8@10 lbs. ave., 9¼c.; 10@12 lbs. ave., 8¾@9c. Sweet pickled, 5@6 lbs. ave., 9¾@9¾c.; 6@8 lbs. ave., 9@9¼c.; 8@10 lbs. ave., 8¾@9c.; 10@12 lbs. ave., 8¾@8¾c.

Clear Bellies—Green, 6@8 lbs. ave., 15@15¼c.; 8@10 lbs. ave., 14¼@14¼c.; 10@12 lbs. ave., 14@14¼c.; 12@14 lbs. ave., 13½@13¾c. Sweet pickled, 6@8 lbs. ave., 15@15¼c.; 8@10 lbs. ave., 14½@14½c.; 10@12 lbs. ave., 14@14¼c.; 12@14 lbs. ave., 13¼@13½c.



CHICAGO PLANT OF ARMOUR AND COMPANY. RATED CAPACITY, 2,750 TONS REFRIGERATION DAILY.

IN the immense packing plants of Armour and Company we use only the Armour brand of Anhydrous Ammonia. We offer you the same brand and the same quality with our guarantee that it is absolutely pure and dry-free from all foreign substances and non-condensable gases. We test every drum before shipping. We send it to you subject to your test before using. Stocks carried at all prominent shipping points.

The Armour Ammonia Works, Owned and Operated by **ARMOUR & COMPANY** Chicago, Ill.



## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Prices at New High Levels—Trading Quiet—  
Hog Quality Good—Hog Prices Firm—  
—Movement Fair—Packing Shows Fur-  
ther Reductions—Exports Reduced.**

The fluctuations in the contract market during the week just past have been limited, and the interest in the provision market has been without feature. The trading has been uninfluenced by any important developments and operations have been, to a very important extent, of professional character, and have not indicated any material interest in the market, one way or the other. On Thursday prices showed strength again and advanced to new high levels for the season.

The developments as to the movement of hogs and the distribution of stocks have been more or less of a negative character. The trouble has been that there has been a fair volume of hog receipts, but not enough to result in pressure of surplus product on the market, while on the other hand, the distribution has been of a reasonably satisfactory character, and has prevented any accumulation of spot property. In the absence of important news, prices have drifted from day to day.

Considerable interest has been given to the question of the export movement, due to the fact that the Government Report for the season so far has recently been issued. The exports have been fairly liberal this month, but not of a volume sufficient to have an important effect on values. Exports of lard have been better than those of pork and bacon. During the past week lard exports were about 16,000,000 lbs., and since November 1 the exports of lard have been only 7,000,000 lbs. less than last year. On the other hand, the exports of meats for the week were less than 8,000,000 bushels, and the meat exports since November 1 have been about 20,000,000 lbs. under last year. The exports as reported by

the Government, covering the period from July 1 to the end of January, show a decrease in round numbers of 42,000,000 lbs. of lard compared with last year, and a decrease of 47,000,000 lbs. in meats. Quite a considerable portion of this decrease in the exports was during the fall, as the export movement so far since November 1 has compared quite favorably with last year.

The exports of other meat products reflect the high prices prevailing in this country. In fresh beef the decrease in seven months has been more than fifty per cent. of the shipments a year ago, while the decrease in salt beef has been 10,000,000 lbs., and in other forms of cured beef has been about 7,000,000 lbs. The decrease in shipments of live-stock has really been very serious. The number of cattle shipped during the seven months has been only 4,616 compared with 72,488 last year; the decrease in the exports of sheep has been 16,000, and in hogs 4,000.

The decrease in the exports of animal oils (excepting lard) has been almost as material as the decrease in the exports of cattle. Of neutral lard the exports have decreased 4,000,000 lbs.; oleo-oil exports have decreased 35,000,000 lbs., and there was a decrease in butter of about a third, and also a material decrease in the exports of cheese.

This falling off in the export movement emphasizes the effect of the high prices in this country, and the scarcity of supplies. Unless the stocks of animals on the farms are materially increased compared with the figures recently reported, it seems probable that the export movement of animals and animal products will be steadily affected by the decreasing supplies and enhanced values. The growing consumption in this country is absorbing such a large proportion of the product that the surplus available for export is extremely small.

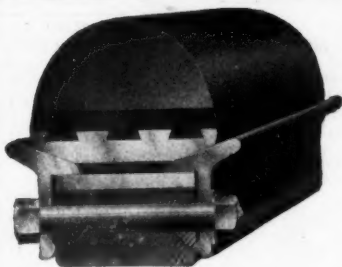
The movement of hog values during the week

has been well maintained. Prices are just about the same as they were the previous week; in fact, if anything, the average is slightly higher. Compared with last year, values are about a third higher, or practically two dollars per 100 lbs. Such a high average level is a very material factor in the situation, and naturally means the forcing of higher product values, as a result of the values of hogs. Such a condition is reflected in the prevailing prices for product, and this is likely to be continued until the supply of product is increased materially. Such a condition can only be brought about by an advance in product to a point that the distribution is seriously affected, or the supply of hogs is increased sufficiently to overcome all the distribution, and bring pressure on the product market.

Whether such a condition is likely to occur in the immediate future or not is a very decided problem. The trade believes that every effort is being made to increase the supply of hogs sufficiently to affect values ultimately. How soon this will be the fact is more or less of a problem. According to the Government Report that the average age of hogs for marketing is about eleven months, and in the large producing states ranges from 9 to 10½ months, it means that the litters of last fall will not be ready for market until the late summer or early fall, while the litters of this spring, which constitute such a large proportion of the supply for the year will not be available until the late fall and next winter.

**LARD.**—The market has further improved this week with the Western markets. Prices are firm, and the offerings have been taken steadily. City steam, \$10½@10¾; Middle West, \$10.85@10.95; Western, \$11; refined Continent, \$11.45; South American, \$12.05; Brazil kegs, \$13.05; compound lard, 7¢@8¢.

**PORK.**—The market continues firm, and with the higher values West and moderate



### 15 Minutes—10,000 Miles

## UNITED STATES STANDARD MOTOR TRUCK TIRE

(DEMOUNTABLE)

Remember these two important points of superiority regarding these remarkable tires:

- 1<sup>st</sup> They can be changed by the driver himself in your own garage in fifteen minutes' time, thereby abolishing repair-shop delays.
- 2<sup>d</sup> They are absolutely guaranteed for 10,000 miles of service (conditional upon this mileage being used within one year's time).

**They Cut Down Your Tire Bills**

## UNITED STATES TIRE COMPANY, NEW YORK

stocks prices are firmly held. Mess is quoted at \$20.75@21.25; clear, \$21@22.50; family, \$21.50@23.50.

**BEEF.**—The situation is unchanged. Prices are very firm for all grades and supplies are small. Quoted: Family, \$23@24; mess, \$20@21; packet, \$22@23; extra India mess, \$38@40.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, February 26, 1913:

**BACON.**—Amsterdam, Holland, 62,884 lbs.; Antwerp, Belgium, 296,750 lbs.; Algiers, Algeria, 10,020 lbs.; Bristol, England, 109,876 lbs.; Bremen, Germany, 7,582 lbs.; Christiania, Norway, 25,201 lbs.; Cardenas, Cuba, 27,441 lbs.; Cayenne, French Guiana, 920 lbs.; Colon, Panama, 6,814 lbs.; Dunkirk, France, 31,500 lbs.; Gibraltar, Spain, 43,020 lbs.; Genoa, Italy, 276,374 lbs.; Glasgow, Scotland, 126,746 lbs.; Hamilton, W. I., 4,700 lbs.; Havana, Cuba, 13,940 lbs.; Hull, England, 165,321 lbs.; Liverpool, England, 415,716 lbs.; London, England, 45,422 lbs.; Manila, P. I., 1,257 lbs.; Marseilles, France, 3,090 lbs.; Middlesboro, England, 11,880 lbs.; Naples, Italy, 44,332 lbs.; Newcastle, England, 21,640 lbs.; Para, Brazil, 14,023 lbs.; Puerto Mexico, Mexico, 597 lbs.; Rio Janeiro, Brazil, 22,000 lbs.; Rotterdam, Holland, 139,773 lbs.; Santiago, Cuba, 31,949 lbs.; Sunderland, England, 47,119 lbs.; Stockton, England, 3,596 lbs.

**HAMS.**—Antwerp, Belgium, 93,500 lbs.; Antilla, W. I., 6,081 lbs.; Barbados, W. I., 5,684 lbs.; Bristol, England, 40,395 lbs.; Colon, Panama, 10,728 lbs.; Caracas, Venezuela, 9,447 lbs.; Cardenas, Cuba, 20,135 lbs.; Demerara, British Guiana, 10,496 lbs.; Glas-

gow, Scotland, 461,871 lbs.; Guadeloupe, W. I., 1,737 lbs.; Hamilton, W. I., 13,590 lbs.; Havana, Cuba, 24,342 lbs.; Hull, England, 313,627 lbs.; Kingston, W. I., 1,874 lbs.; London, England, 135,429 lbs.; Macoris, S. D., 4,201 lbs.; Port au Prince, W. I., 2,381 lbs.; Puerto Plata, S. D., 11,319 lbs.; Port Limon, C. R., 608 lbs.; Puerto Mexico, Mexico, 1,528 lbs.; Santiago, Cuba, 2,423 lbs.; St. Thomas, W. I., 1,019 lbs.; Sunderland, England, 3,996 lbs.; Southampton, England, 58,315 lbs.; Savanilla, Colombia, 1,249 lbs.; Surinam, Dutch Guiana, 10,765 lbs.; Vera Cruz, Mexico, 2,544 lbs.

**LARD.**—Antilla, W. I., 2,180 lbs.; Amsterdam, Holland, 13,029 lbs.; Antwerp, Belgium, 517,032 lbs.; Aberdeen, Scotland, 53,250 lbs.; Buenaventura, Colombia, 1,395 lbs.; Bremen, Germany, 29,631 lbs.; Barbados, W. I., 8,001 lbs.; Bristol, England, 104,616 lbs.; Bergen, Norway, 2,750 lbs.; Cardiff, Wales, 28,000 lbs.; Colon, Panama, 25,382 lbs.; Catania, Sicily, 13,750 lbs.; Caracas, Venezuela, 22,799 lbs.; Cardenas, Cuba, 52,960 lbs.; Demerara, British Guiana, 9,360 lbs.; Dunkirk, France, 684,978 lbs.; Drontheim, Norway, 13,496 lbs.; Glasgow, Scotland, 104,680 lbs.; Gibraltar, Spain, 9,800 lbs.; Genoa, Italy, 178,750 lbs.; Guayaquil, Ecuador, 4,500 lbs.; Havre, France, 30,695 lbs.; Hamilton, W. I., 6,543 lbs.; Havana, Cuba, 85,158 lbs.; Hull, England, 494,680 lbs.; Kingston, W. I., 6,560 lbs.; Leith, Scotland, 97,350 lbs.; Lima, Peru, 2,500 lbs.; Lisbon, Portugal, 3,092 lbs.; Liverpool, England, 78,560 lbs.; London, England, 768,350 lbs.; Manila, P. I., 16,837 lbs.; Macoris, S. D., 10,119 lbs.; Marseilles, France, 92,979 lbs.; Middlesboro, England, 15,400 lbs.; Messina, Sicily, 16,350 lbs.; Newcastle, England, 129,750 lbs.; Naples, Italy, 101,850 lbs.; Puerto Plata, S. D., 54,786 lbs.; Palermo, Sicily, 23,687 lbs.; Para, Brazil, 15,364 lbs.; Port Limon, C. R., 3,707 lbs.; Port au Prince, W. I., 108,782 lbs.; Rotterdam, Holland, 1,710,180 lbs.; Southampton, England, 367,044 lbs.; Santiago, Cuba, 296,890 lbs.; St. Thomas, W. I., 6,526 lbs.; Savanilla, Colombia, 14,163 lbs.; Singapore, Straits Settlements, 116,667 lbs.; Stettin, Germany, 471,651 lbs.; Sunderland, England, 4,200 lbs.;

Tumaco, Colombia, 10,009 lbs.; Trinidad, W. I., 12,234 lbs.; Valparaiso, Chile, 10,750 lbs.; Vera Cruz, Mexico, 64,372 lbs.; West Hartlepool, England, 147,098 lbs.

**PORK.**—Barbados, W. I., 124 bbls.; Colon, Panama, 30½ bbls.; Ciudad Bolivar, Venezuela, 51 bbls., 6 tcs.; Demerara, British Guiana, 190 bbls.; Dunkirk, France, 10 bbls.; Glasgow, Scotland, 125 bbls.; Guadeloupe, W. I., 23 bbls.; Hamilton, W. I., 13 bbls.; Havre, France, 60 bbls.; Kingston, W. I., 72 bbls.; Lisbon, Portugal, 6 bbls.; London, England, 75 bbls.; Liverpool, England, 60 bbls.; Macoris, S. D., 11 bbls.; Puerto Plata, S. D., 60 bbls.; Port au Prince, W. I., 280 bbls.; St. John, N. F., 791 bbls., 25 tcs.; St. Thomas, W. I., 25 bbls.; Surinam, Dutch Guiana, 75 bbls.; Trinidad, W. I., 162 bbls.

**SAUSAGE.**—Antwerp, Belgium, 225 pa.; Algiers, Algeria, 75 bxs.; Colon, Panama, 95 pa.; Cardenas, Cuba, 45 cs.; Genoa, Italy, 25 pa.; Gibraltar, Spain, 20 pa.; Havre, France, 279 pa.; Havana, Cuba, 35 pgs.; Macoris, S. D., 19 cs.; Marseilles, France, 60 bx.; Puerto Plata, S. D., 183 pa.; Port au Prince, W. I., 9 pa.

#### LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending February 22, 1913, are reported by Williams & Terhune as follows:

	Cattle.	Sheep.	Beef.
From New York .....	—	—	—
From Boston .....	—	—	—
From Philadelphia .....	—	—	—
From Baltimore .....	—	—	—
From Montreal .....	—	—	—
Total .....	—	—	—
Total last week .....	—	—	—

#### EXPORTS OF PROVISIONS

Export of hog products for the week ending Feb. 22, 1913, with comparative tables:

	Week ending Feb. 22, 1913.	Week ending Feb. 24, 1912.	From Nov. 1, '12, to Feb. 22, 1913.
To—			
United Kingdom .....	913	347	6,103
Continent .....	495	516	5,185
So. & Cen. Am. ....	431	195	6,469
West Indies .....	1,170	1,051	17,320
Br. No. Am. Col. ....	—	101	4,669
Other countries .....	—	—	25
Total .....	3,000	2,210	30,781

	MEATS, LBS.	
United Kingdom .....	5,985,196	8,607,600
Continent .....	1,104,825	710,175
So. & Cen. Am. ....	95,900	55,500
West Indies .....	228,850	443,175
Br. No. Am. Col. ....	—	—
Other countries .....	—	6,775
Total .....	7,324,671	9,823,225

	LARD, LBS.	
United Kingdom .....	6,767,450	3,710,900
Continent .....	7,533,045	5,872,275
So. & Cen. Am. ....	558,250	271,760
West Indies .....	943,400	1,132,900
Br. No. Am. Col. ....	—	855
Other countries .....	63,000	14,400
Total .....	15,865,145	11,003,230

	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,562	4,623,600	10,278,250
Boston .....	70	1,442,700	1,783,350
Philadelphia .....	608	41,321	1,159,095
Baltimore .....	—	78,750	791,950
New Orleans .....	769	125,050	1,113,000
Mobile .....	—	120,000	180,000
Portland, Me. ....	—	774,000	458,000
St. John, N. B. ....	—	119,000	101,500
Total week .....	3,009	7,324,671	15,865,145
Previous week .....	3,098	7,322,375	15,244,700
Two weeks ago .....	2,803	10,638,200	17,981,481
Cor. week last y'r ..	2,210	9,823,225	11,003,230

#### COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '12, to Feb. 22, '13.	Same time last year.	Decrease.
Pork, lbs. ....	7,324,671	8,958,200	1,633,529
Meats, lbs. ....	108,322,148	127,050,597	18,728,451
Lard, lbs. ....	187,739,053	194,092,417	6,353,362

#### OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce .....	20/	22/6	@32c.
Oil Cake .....	17/8	23c.	@27c.
Bacon .....	20/	22/6	@32c.
Lard, tierces .....	20/	22/6	@32c.
Cheese .....	25/	30/	@50c.
Canned meats .....	20/	22/6	@32c.
Butter .....	30/	30/	@50c.
Tallow .....	20/	22/6	@32c.
Pork, per barrel .....	20/	22/6	@32c.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, February 20, 1913, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil Cake.	Cottonseed Oil.	Butter.	Bacon and Hams.	Tallow.	Beef.	Pork.	Lard.
	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.	Pkgs.	Bbls.	Tcs. and Pkgs.
Baltic, Liverpool .....	670	—	—	4178	465	175	335	1364
Campania, Liverpool .....	—	—	—	761	—	91	—	464
Minnewaska, London .....	325	—	—	278	15	10	75	265
Philadelphia, Southampton .....	—	—	—	514	—	—	—	125
Francisco, Hull .....	—	—	—	1020	—	100	5	1860
California, Glasgow .....	50	—	—	1072	—	112	125	135
Kaiserin Aug. Viet., Hamburg .....	—	—	—	—	250	150	50	2745
Volturino, Rotterdam .....	4168	—	—	—	—	—	—	—
Zeeland, Antwerp .....	8958	150	—	587	5	65	110	441
Kaiser Wilhelm II, Bremen .....	—	—	—	—	—	—	—	20
Nicolai II, Baltic .....	—	—	—	—	—	—	—	550
Magdalena, Havre .....	680	690	—	—	—	—	—	70
Chicago, Havre .....	—	899	—	—	—	—	—	135
La Provence, Havre .....	—	—	—	—	—	—	—	225
Floride, Dunkirk .....	—	—	—	—	—	—	10	500
Roma, Marseilles .....	—	1960	—	5	—	—	—	277
Provincia, Marseilles .....	—	110	—	—	550	—	—	200
Provincia, Tunis .....	55	—	—	—	—	—	—	—
Berlin, Mediterranean .....	—	3320	—	611	—	—	—	60
Perugia, Mediterranean .....	—	814	—	100	—	—	—	25
Argentina, Mediterranean .....	—	4589	—	—	250	—	—	10
Total .....	13851	13577	—	9026	1535	703	710	8696

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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The promise of activity which was furnished by developments during the preceding week was not fulfilled. Business has been of light proportions, and without special feature. Prices are unchanged from those which have recently prevailed. The tendency, as far as consumers are concerned, remains to give preference to the better grades of tallow. This results in a rather irregular appearance of the market, but the undertone is regarded as steady.

Production has increased, although this is not unexpected, and offsetting it is an expansion, in the aggregate, of the trade takings. Some interests construed the London cable as disappointing, but in other quarters it was stated that the showing was without feature or significance. There were 1,524 casks offered for sale, of which 640 were sold, the price being unchanged. Fresh export inquiry is light, and as yet the more favorable political conditions in Europe have not resulted in any noticeable revival in trade.

Prime city tallow is quoted at 6½c.; specials at 7c.; country at 6¼@7c. in tcs., as to quality.

**OLEO STEARINE.**—The market is held at 10c. asked. Buying of small lots has been reported, but generally the situation is unchanged from that of a week ago, with little feature presented. Buyers have shown no particular anxiety to pay asking prices.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

**COCOANUT OIL.**—The position abroad is very firm, due to the edible demand. Offerings for shipment are limited and prices are firmly held. Quotations: Cochin, 10½@11c.; arrival, 10½c.; Ceylon, 10@10¼c.; shipments, 9½@10c.

**CORN OIL.**—Demand has been less active and prices have weakened. The trade in all oils is inclined to be cautious and await business developments. Prices are quoted at \$5.65@5.75 in car lots.

**SOYA BEAN OIL.**—The situation is unchanged. Prices are nominally firm on small stocks. Spot is quoted at 6@6¼c.; while shipment oil is 6c.

**PALM OIL.**—Prices are held steadily, but demand is quiet. Manufacturers are disposed to go slow for a while, and this has affected the volume of business. Prime red spot, 6½@6¾c.; do. to arrive, 6½@6¾c.; Lagos, spot, 7½@7¾c.; to arrive, 7¼c.; palm kernel, 9½@9¾c.; shipment, 9¼c.

**NEATSFOOT OIL.**—The market continues to show a steady tone, with very narrow price changes on small dealings. Quotations: For 20 cold test, 98c.@\$1; 30 do., 88c.; 40 do., water white, 83c.; prime, 64c.; low grade off yellow, 60c.

**GREASE.**—The market has shown an easier tone again. Supplies seem to be liberal

and the trade demand is cautious, resulting in some pressure on off grades. Quotations: Yellow, 5¼@5½c.; bone, 5¼@5½c.; house, 5½@5¾c.; "B" and "A" white, 5¼@5½c.

**OLEO OIL.**—The market has been quiet and setadly. Prices are firm, but demand has been somewhat more moderate. Extras were quoted at New York at 12¼c., and 70 florins in Rotterdam.

### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, February 26, 1913:

**BEEF.**—Amsterdam, Holland, 15 bbls.; Antwerp, Belgium, 184 bbls.; Bremen, Germany, 25 bbls.; Barbados, W. I., 75 bbls.; Colon, Panama, 10 bbls.; Ciudad Bolivar, Venezuela, 298 bbls.; Demerara, British Guiana, 150 bbls.; Glasgow, Scotland, 20 bbls.; Guadeloupe, W. I., 12 bbls.; Hull, England, 5 bbls.; Hamilton, W. I., 30½ bbls.; Kingston, W. I., 65 bbls., 8 tcs.; Lisbon, Portugal, 25 bbls.; London, England, 10 tcs.; Port au Prince, W. I., 21 bbls.; Surinam, Dutch Guiana, 71 bbls.; St. Johns, N. F., 250 bbls.; Trinidad, W. I., 139 bbls.

**FRESH MEAT.**—Colon, Panama, 217,137 lbs.; Hamilton, W. I., 39,080 lbs.

**OLEO OIL.**—Antwerp, Belgium, 10 tcs.; Bremen, Germany, 10 tcs.; Glasgow, Scotland, 34 tcs.; Havana, Cuba, 8 tcs.; London, England, 375 tcs.; Rotterdam, Holland, 1,207 tcs.; Stavanger, Norway, 25 tcs.

**OLEOMARGARINE.**—Barbados, W. I., 7,500 lbs.; Colon, Panama, 11,526 lbs.; Guadeloupe, W. I., 1,250 lbs.; Hamilton, W. I., 3,164 lbs.; Kingston, W. I., 3,000 lbs.; Macoris, S. D., 2,500 lbs.; Puerto Plata, S. D., 6,100 lbs.; Port Limon, C. R., 2,250 lbs.; Port au Prince, W. I., 2,790 lbs.; St. Thomas, W. I., 1,925 lbs.; Trinidad, W. I., 6,400 lbs.

**TALLOW.**—Antwerp, Belgium, 116,616 lbs.; Barbados, W. I., 1,625 lbs.; Demerara, British Guiana, 3,869 lbs.; Havana, Cuba, 61,447 lbs.; London, England, 35,400 lbs.; Marseilles, France, 241,655 lbs.; Puerto Plata, S. D., 25,232 lbs.; Port au Prince, W. I., 10,900 lbs.

**TONGUE.**—Liverpool, England, 10 bbls.; London, England, 10 pa.

**CANNED MEAT.**—Amsterdam, Holland, 247 cs.; Buenos Aires, A. R., 2,132 cs.; Batavia, Java, 50 cs.; Bristol, England, 430 cs.; Colon, Panama, 310 cs.; Ciudad Bolivar, Venezuela, 21 cs.; Glasgow, Scotland, 606 cs.; Hull, England, 635 cs.; Havre, France, 80 cs.; Iquitos, Peru, 504 cs.; London, England, 205 cs.; Liverpool, England, 100 cs.; Manila, P. I., 295 cs.; Marseilles, France, 150 cs.; Para, Brazil, 50 cs.; Port Limon, C. R., 29 pa.; Singapore, Straits Settlements, 90 cs.; Southampton, England, 134 cs.; Surinam, Dutch Guiana, 60 cs.; Vera Cruz, Mexico, 20 cs.

### CHICAGO FERTILIZER MARKETS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, February 26.—The situation on animal ammoniates is practically unchanged. Blood quoted at \$2.60@2.62½ per unit for prompt shipment in a moderate way, but held firmly at the usual advance for March-April shipment. Regular ground tankage, \$2.40 and 10c. for prompt and slightly higher for March and April, though futures of this are not as strong as on blood, the supply being relatively much larger and producers more anxious to sell tankage than blood.

Low grade tankage is in fairly liberal supply and offering at about unchanged prices, buyers showing little disposition to provide for their future requirements and taking only small amounts for present shipment. All other ammoniates are reported as being in small supply and very strong, so that if the usual spring demand comes from the South for blood and tankage there will not likely be any material decline in price, and on blood some producers are expecting some advance in the near future. (Complete quotations will be found on page 37.)

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, February 28.—Latest market quotations on chemicals and soapmakers' supplies are as follows: 74 per cent. or 76 per cent. caustic soda, \$1.65@1.70 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2½@2¾c. per lb.; 58 per cent. soda ash, 85@90c. basis 48 per cent.; 48 per cent. carbonate soda ash, \$1 per 100 lbs.; tale, 1¼@1½c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; silicate soda, 90c. per 100 lbs.; borax, 4½c. per lb.; chloride of lime in casks, 1½c., and in bbls., 2c. per lb.; carbonate of potash, 4@4½c. per lb.; electrolytic caustic potash, 90@92 per cent., at 4¼@5c. per lb.

Genuine Lagos palm oil in casks, 7¼c. per lb.; clarified palm oil in bbls., 7½c. per lb.; prime red palm oil in casks, 6½@6¾c. per lb.; prime palm kernel oil in casks, 9½@9¾c. per lb.; green olive oil, 78c. per gal.; yellow olive oil, 87½@90c. per gal.; green olive oil foots, 7¼@8c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil 10@10¼c. per lb.; Cochin coconut oil, 10¼@11c. per lb.; cottonseed oil, 6½@6¾c. per lb.; corn oil, 5.65@5.75c. per lb.; soya bean oil, 5¾@6c. per lb.

Prime city tallow, 6¼c. per lb.; oleo stearine, 10@10½c. per lb.; house grease, 5¾@6c. per lb.; brown grease, 5¼@5½c. per lb.; yellow packer's grease, 5½@5¾c. per lb.

# SOYA BEAN OIL

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## COTTON OIL CABLE MARKETS

## Hamburg.

(By Cable to The National Provisioner.)

Hamburg, February 28.—Market easy. Quotations: Choice summer white oil, 65½ marks; butter oil, 66¼ marks; summer yellow, 62¼ marks.

## Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, February 28.—Market easy. Quotations: Summer yellow, 36½ florins; choice summer white, 38 florins, and butter oil, 38½ florins.

## Antwerp.

(By Cable to The National Provisioner.)

Antwerp, February 28.—Market easy. Quotations: Summer yellow, 77¼ francs.

## Marseilles.

(By Cable to The National Provisioner.)

Marseilles, February 28.—Market easy. Quotations: Prime summer yellow, 78½ francs; prime winter yellow, 81½ francs; choice summer white oil, 81¼ francs.

## Liverpool.

(By Cable to The National Provisioner.)

Liverpool, February 28.—Market easy. Quotations: Prime summer yellow, 30¼s.; summer yellow, 30½s.

## SOUTHERN MARKETS

## Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., February 27.—Crude cottonseed oil, 39c.; mills are barely interested. Meal market dull at \$25, Atlanta. Hulls, \$9.25, Atlanta, loose.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., February 27.—Cottonseed oil market dull; prime crude, 39¼@40c. Prime 8 per cent. meal dull at \$24.50@24.75 per short ton. Hulls quiet at \$7.75@8, loose.

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., February 27.—Crude cottonseed oil easier at lowest price this week for Texas, 37½c.; stocks ample. Refined oil dull. Prime 8 per cent. meal, \$28.75, long ton, ship's side; 7½ per cent. meal, \$28, long ton, ship's side. Hulls slow sale at \$8.50 loose, \$11.50 sacked, New Orleans.

## Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., February 27.—Prime crude cottonseed oil market quiet but firm; light sales at 38c. for March. Choice loose cake, \$25.50 per short ton, f. o. b. Galveston.

## COTTON OIL EXPORTS COMPARED.

Preliminary reports of the Bureau of Foreign and Domestic Commerce at Washington give exports of cottonseed oil for the month of January as 108,385 bbls., compared to 175,896 bbls. for the same month a year ago.

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For the seven months of the fiscal year the exports are given as 448,960 bbls., compared to 634,554 bbls. for a like period of 1911-12.

Exports by ports of shipment for December, compared to the same month a year ago, are given as follows, in pounds:

	Jan., 1913.	Jan., 1912.
	Lbs.	Lbs.
Baltimore	501,979	727,420
Newport News	877,500	78,000
New York	22,081,992	23,856,356
Norfolk and Portsmouth	863,100	1,386,005
Philadelphia	138,057	138,057
Savannah	3,533,100	11,831,967
Galveston	24,222	2,558,948
New Orleans	6,484,127	19,738,460
Sabine	1,077,800	1,077,800
Corpus Christi	2,733,622	2,894,310
Saluria	383,130	105,368
Buffalo Creek	1,029,920	.....
Champlain	2,592	28,868
Detroit	1,284,664	706,788
Huron	724,520	434,203
Memphremagog	26,872	32,067
Minnesota	123,000	363,250
Total, lbs.	40,644,400	65,960,907

For the seven months since July 1, 1912, the exports are reported as follows, compared to previous years:

	7 mos., 1912-13.	7 mos., 1911-12.	7 mos., 1910-11.
	Lbs.	Lbs.	Lbs.
Baltimore	2,430,425	2,001,800	265,440
Newport News	1,150,500	3,126,600	292,500
New York	105,405,699	106,675,421	56,898,823
Norfolk and Portsmouth	2,620,710	8,283,905	964,045
Philadelphia	505,459	499,123	142,113
Savannah	9,314,444	25,376,045	8,605,122
Galveston	2,787,578	10,332,663	2,775,319
New Orleans	20,030,376	57,652,382	13,081,651
Sabine	2,052,200	2,052,200	146,423
Corpus Christi	12,037,791	12,691,132	10,670,424
Saluria	1,880,574	1,585,303	900,928
Buffalo Creek	2,073,820	12,313	718,371
Champlain	151,535	237,020	725,987
Detroit	1,931,990	1,915,015	1,138,974
Huron	5,399,138	4,516,813	3,187,453
Memphremagog	193,500	359,031	837,037
Minnesota	436,661	660,915	350,466
Total, lbs.	168,350,200	237,957,681	101,699,076

## PRODUCE EXCHANGE OPPOSES BILL.

A meeting of members of the New York Produce Exchange was held on Thursday to protest against passage of the Stillwell bill now before the New York legislature putting produce exchanges on the same basis as public service corporations. In commenting on this measure President Aspegren said:

"The worst feature of this measure is this clause: 'No member of any such exchange, voluntary association, or corporation shall refuse to deal or trade for or with any customer who desires said member to trade or deal for or with him, in accordance with the same terms and conditions as those observed in transactions between such members and other customers.' This provision is undoubtedly directed against the New York Stock Exchange, and is intended to strike at the rule prohibiting members of that exchange from dealing with consolidated exchange brokers; but in my opinion, it affects operations on the Produce and Cotton exchanges.

"To my mind it is highly improper for the State Legislature to pass a law making us deal with everybody who comes into the office and gives an order to buy or sell wheat. Under this act we would have to execute orders for criminals, or other undesirable people, and we would be obliged to accord everybody the same terms irrespective of their financial responsibility. This bill would place exchanges on the same basis as public service corporations, such as railroad, gas, electric and telephone concerns, which under the law are not permitted to refuse to render service. This bill is bad and should not be passed."

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## COTTONSEED OIL

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Market Uninteresting—Price Changes Small—Supply and Demand Situation without Pressure—Sentiment Mixed—Crude Somewhat More Plentiful.**

Another week has passed without a change of significance occurring in the local future market for cottonseed oil. Surprise has been expressed at the stability of values, but many believe that this, for the most part, represents extreme conservatism on the part of consumers, and on the part of those in a position to supply the trade. At all events, neither side has been forced to combat speculation or speculative influences, which in itself furnishes a convincing cause for the narrow price movements.

Occasionally there were advices received by the trade of a weakening on the part of crude holders. This did not seem to be a general condition, however, and on the small concessions made at Texas and southeastern points, offerings were fairly well taken. It was thought that mills, realizing the probability of moderate quantities appearing for sale on a small enhancement of values, were more disposed to accept the prevailing quotations, rather than await small gains which would involve a certain risk.

Consumers have not abandoned their atti-

tude of purchasing limited quantities, when required. This results in an aggregate consumption which is not altogether discouraging, but in the meantime, little is heard concerning the trade demand. Nothing has occurred to stimulate stocking up, and for the most part the buying is of the comparatively good grades of oil. This is in reflection of the situation which has prevailed for some time, namely that several other articles are available for the soap-making trade. It is not surprising, therefore, that the takings by this group of consumers are confined to relatively small proportions.

Lard values have not reacted, as many had anticipated, although it is still thought that later on in the season there will be a readjustment of values. The weight of the hogs arriving is substantially over last year, and it has not been forgotten that experts have expressed the opinion that the salutary effects of the big feeding crops will be greatest on the spring movement of hogs. It remains to be seen whether this prospective increase in the fat supply will have the depressing effect on oil values which many believe inevitable. Some authorities assert that cottonseed oil at present is cheap as compared with lard; also that the compound lard production is at a level per-

mitting of a drop in the prices of hog products.

Somewhat more attention has been given to the foreign oil situation. Several of the products kindred to cotton oil have developed steadiness, but no general expansion has occurred, and conditions have not been changed to the extent warranting material purchases of American cotton oil. Perhaps the more hopeful aspect of European political conditions has had its influence in the belief that foreign buying was about to increase. To this time, however, the position of the trade abroad is quite similar to that of domestic users, with the better descriptions of oil being taken in small to fair quantities. Exports, in the meantime, are at a rate about equaling expectations, pointing to a season's total of around three-quarter millions bbls., against about a million the preceding year. Of course, much depends upon the late spring and summer demand for oil, which a year ago was negligible.

The diminution in speculative operations is not entirely surprising. Observation of the markets, not only cotton oil but grain, stocks and others, plainly shows that developments are being awaited, and that the public are not in a frame of mind to enter propositions involving more or less uncertainty. As far as oil is concerned, it is not unreasonable to suppose that, as the new cotton crop develops, more attention will be given to the situation. In the interim, mixed opinions will undoubtedly

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edly prevail, at least until something transpires to provide enthusiasm or aggressiveness, one way or the other.

Refiners are not attracting attention by their day-to-day operations. The future market at New York is on a basis close to normal for hedging purposes, and transactions are mainly of this character, with the aggregate outside trade limited. The comparatively high levels of seed still results in a belief in certain circles that in order to assure themselves of only a normal profit, refining concerns will endeavor to maintain prices. On the other hand, there is a contingent in the trade imbued with the idea that at an unusually late date a slump in seed values will occur, which will result in the uncovering of more unseeded crude oil than is generally supposed to be available, in one form or another.

Closing prices, Saturday, February 22, 1913.—Holiday.

Closing prices, Monday, February 24, 1913.—Spot, \$6.28@6.45; February, \$6.28@6.38; March, \$6.30@6.31; April, \$6.30@6.32; May, \$6.32@6.33; June, \$6.35@6.37; July, \$6.40@6.41; August, \$6.43@6.45; September, \$6.44@6.46. Futures closed at unchanged to 3 advance. Sales were: March, 2,000, \$6.30@6.28; April, 500, \$6.30; May, 3,200, \$6.33@6.31; June, 700, \$6.36@6.34; July, 2,400, \$6.41@6.40; September, 300, \$6.45. Total sales, 9,100 bbls. Good off, \$6.15@6.28; off, \$6.12@6.20; reddish off, \$5.85@6.05; winter, \$6.45; summer, \$6.30; prime crude, S. E., \$5.13@5.20; prime crude Valley, \$5.13@5.20; prime crude, Texas, \$5.07.

Closing prices, Tuesday, February 25, 1913.—Spot, \$6.28@6.42; February, \$6.28@6.40; March, \$6.29@6.30; April, \$6.30@6.32; May, \$6.31@6.32; June, \$6.33@6.35; July, \$6.38@6.39; August, \$6.42@6.43; September, \$6.43@6.44. Futures closed at unchanged to 2 decline. Sales were: March, 1,900, \$6.30@6.29; May, 2,300, \$6.33@6.31; June, 500, \$6.35; July, 2,900, \$6.40@6.39; August, 600, \$6.43@6.42; September, 900, \$6.45@6.44. Total

sales, 9,100 bbls. Good off, \$6.15@6.28; off, \$6.10@6.20; reddish off, \$5.80@6.19; winter, \$6.45; summer, \$6.50@6.99; prime crude, S. E., \$5.13@5.20; prime crude Valley, \$5.13@5.20; prime crude, Texas, \$5@5.07.

Closing prices, Wednesday, February 26, 1913.—Spot, \$6.30@6.42; March, \$6.30@6.32; April, \$6.30@6.33; May, \$6.32@6.33; June, \$6.34@6.37; July, \$6.39@6.40; August, \$6.41@6.43; September, \$6.43@6.46; October, \$6.33@6.35. Futures closed at 1 advance to 1 decline. Sales were: March, 2,200, \$6.31@6.29; May, 2,700, \$6.33@6.31; July, 800, \$6.40@6.39; August, 1,400, \$6.42. Total sales, 7,100 bbls. Good off, \$6.15@6.26; off, \$6.05@6.11; reddish off, \$5.75@6.05; winter, \$6.40@7; summer, \$6.40@6.80; prime crude, S. E., \$5.13@5.20; prime crude Valley, \$5.13@5.20; prime crude, Texas, \$5.03.

Closing prices, Thursday, February 27, 1913.—Spot, \$6.33@6.45; March, \$6.36@6.38; April, \$6.34@6.36; May, \$6.35@6.37; June, \$6.36@6.38; July, \$6.42@6.43; August, \$6.44@6.45; September, \$6.45@6.48; October, \$6.30@6.45. Sales were: March, 4,400, \$6.39@6.51; May, 5,500, \$6.39@6.35; June, 100, \$6.39; July, 2,800, \$6.44@6.42; August, 500, \$6.45@6.43. Total sales, 13,800 bbls. Good off, \$6.12@6.28; off, \$6@6.17; reddish off, \$5.80@6.10; winter, \$6.45; summer, \$6.40@6.80; prime crude, S. E., \$5.20@5.26.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to February 27, 1913; for the period since September 1, 1912, and for the same period last year, were as follows:

From New York.			
Port.	For week.	Same Sept. 1, 1912.	Same Sept. 1, 1911.
Bbls.	Bbls.	Bbls.	Bbls.
Aarhus, Denmark .....	—	—	25
Aberdeen, Scotland .....	—	—	78
Acajutla, Salvador .....	—	20	186
Accra, W. Africa .....	—	—	160
Adelaide, Australia .....	—	9	—
Alexandretta, Syria .....	—	—	18
Alexandria, Egypt .....	—	—	3,896
Algiers, Algeria .....	—	—	23
Algoa Bay, Africa .....	240	—	131
Anapola, Honduras .....	—	—	19
Amsterdam, Holland .....	—	—	450
Ancona, Italy .....	—	—	2,139
Antilla, W. I. .....	14	—	59
Antofagasta, Chile .....	—	—	5
Antwerp, Belgium .....	2,200	—	4,326
Arendal, Norway .....	—	—	50
Arica, Chile .....	234	—	168
Asuncion, Paraguay .....	—	—	17
Auckland, N. Z. .....	55	—	700
Aux Cayes, Haiti .....	—	6	4
Azuza, W. I. .....	—	—	244
Bahia, Brazil .....	—	—	400
Bahia Blanca, A. R. .....	—	—	99
Barbados, W. I. .....	10	1,187	516
Beira, Africa .....	—	4	80
Beirut, Syria .....	—	—	24
Belize, Br. Honduras .....	—	34	—
Bergen, Norway .....	—	—	910
Birkenhead, England .....	—	—	100
Bordeaux, France .....	—	875	1,680
Braila, Roumania .....	—	—	825
Bremen, Germany .....	—	—	700
Bristol, England .....	—	75	50
Buenos Aires, A. R. .....	2,028	14,744	8,662
Cairo, Egypt .....	—	—	44
Cape Haytian, Haiti .....	—	5	—
Cape Town, Africa .....	—	517	982
Cardenas, Cuba .....	—	29	14
Cartagena, Colombia .....	—	143	—
Casablanca, Venezuela .....	—	—	145
Carella, P. I. .....	—	—	25
Cayenne, Fr. Guiana .....	—	800	487
Ceara, Brazil .....	—	—	19
Christiania, Norway .....	750	1,055	4,600
Cienfuegos, Cuba .....	—	13	14
Ciudad Bolivar, Venezuela ..	—	13	—
Colon, Panama .....	19	1,117	1,157
Constantinople, Turkey .....	—	200	7,227
Constanta, Roumania .....	—	—	75
Copenhagen, Denmark .....	1,085	7,025	6,000
Corinto, Nicaragua .....	—	5	60
Cork, Ireland .....	—	—	400
Cristobal, Panama .....	—	—	315
Cucuta, Colombia .....	—	3	3
Curacao, Leeward Islands .....	—	66	77
Dedeagatch, Turkey .....	—	—	1,520
Delagoa Bay, Africa .....	—	5	157
Demerara, Br. Guiana .....	35	1,530	1,547
Dominica, W. I. .....	—	—	620
Drontheim, Norway .....	—	—	210
Dublin, Ireland .....	—	—	2,300
Dunkirk, France .....	—	400	—
Fiume, Austria .....	—	—	825
Frederickshald, Norway .....	—	—	70

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Fremantle, Australia .....	—	122	—	Tampico, Mexico .....	—	52	21	Manchester, England .....	—	—	51
Galatz, Roumania .....	—	—	4,675	Tangiers, Morocco .....	—	—	6	Rotterdam, Holland .....	5,988	29,785	28,259
Gallipoli, Turkey .....	—	—	150	Tonsberg, Norway .....	—	—	150	Total .....	5,988	30,389	58,977
Genoa, Italy .....	200	31,842	16,620	Trebizond, Armenia .....	—	—	20	<b>From Newport News.</b>			
Gibraltar, Spain .....	—	—	100	Trieste, Austria .....	1,408	32,845	13,069	Hamburg, Germany .....	—	1,500	4,195
Glasgow, Scotland .....	—	2,705	4,174	Trinidad, Island of .....	—	215	227	Liverpool, England .....	—	—	1,300
Gothenberg, Sweden .....	—	—	1,523	Tripoli, Tripoli .....	—	—	10	Rotterdam, Holland .....	—	3,250	6,365
Grand Papo .....	—	—	78	Turks Island, W. I. .....	—	—	440	Total .....	—	4,750	11,860
Gronada, W. I. .....	—	22	69	Valparaiso, Chile .....	84	1,273	4,327	<b>From Norfolk.</b>			
Guadeloupe, W. I. .....	—	577	1,238	Venice, Italy .....	3,151	23,983	20,194	Glasgow, Scotland .....	—	509	2,500
Guánica, P. R. .....	—	10	—	Vera Cruz, Mexico .....	—	139	193	Hamburg, Germany .....	—	—	1,389
Guantanamo, Cuba .....	—	38	—	Wellington, N. Z. .....	—	41	165	Liverpool, England .....	—	540	6,490
Hamburg, Germany .....	750	7,230	2,526	Yokohama, Japan .....	—	—	16	London, England .....	—	275	5,138
Havana, Cuba .....	25	1,168	331	Zanzibar, Zanzibar .....	—	—	47	Rotterdam, Holland .....	—	6,175	9,475
Havre, France .....	120	11,968	7,952	Total .....	13,446	261,599	259,218	Total .....	—	7,580	25,282
Helsingfors, Finland .....	—	—	20	<b>From New Orleans.</b>							
Hong Kong, China .....	—	12	—	Antwerp, Belgium .....	—	300	8,885	<b>From Boston.</b>			
Horsens, Denmark .....	—	—	25	Belfast, Ireland .....	—	150	280	Canada .....	—	60	110
Hull, England .....	—	968	555	Bremen, Germany .....	—	110	610	Liverpool, England .....	—	371	2,409
Iquique, Chile .....	—	72	94	Bristol, England .....	—	—	50	Total .....	—	431	2,519
Kingston, W. I. .....	86	1,427	2,964	Buenos Aires, A. R. .....	—	425	—	<b>From San Francisco.</b>			
Kobe, Japan .....	—	—	6	Christiania, Norway .....	—	6,060	6,160	Yokohama, Japan .....	—	3	—
Koenigsberg, Germany .....	—	—	135	Colon, Panama .....	10	50	50	Mexico .....	—	99	40
Kustendji, Roumania .....	—	—	2,875	Copenhagen, Denmark .....	—	—	925	British East Indies .....	—	3	—
La Guaira, Venezuela .....	—	—	16	Genoa, Italy .....	—	50	324	Total .....	—	105	40
La Libertad, Salvador .....	—	—	4	Glasgow, Scotland .....	—	500	2,525	<b>From All Other Ports.</b>			
Las Palmas, A. R. .....	—	25	—	Gothenberg, Sweden .....	—	1,200	450	Canada .....	1,325	29,227	120
La Union, Salvador .....	—	43	—	Hamburg, Germany .....	—	2,876	17,421	Mexico (including overland) .....	2,109	33,538	31,676
Leghorn, Italy .....	—	—	4,848	Havana, Cuba .....	261	2,399	1,030	Total .....	3,494	62,765	31,796
Leipzig, Germany .....	—	—	38	Havre, France .....	—	300	2,680	<b>Recapitulation.</b>			
Leth, Scotland .....	—	—	50	Liverpool, England .....	—	800	17,475	From New York .....	13,446	261,599	259,218
Liverpool, England .....	670	9,700	27,066	London, England .....	—	250	13,336	From New Orleans .....	4,775	65,348	173,336
London, England .....	26	11,425	5,854	Manchester, England .....	—	1,175	2,071	From Galveston .....	—	—	—
Macoris, S. D. .....	—	375	501	Marseilles, France .....	—	1,200	3,075	From Baltimore .....	—	1,120	—
Malmo, Sweden .....	—	—	350	Port Limon, C. R. .....	—	—	60	From Bremen, Germany .....	—	405	—
Malta, Island of .....	—	—	1,790	Progreso, Mexico .....	210	1,270	335	From Copenhagen, Denmark .....	—	150	—
Manchester, England .....	2,250	8,174	4,573	Rotterdam, Holland .....	4,090	42,430	96,131	From Genoa, Italy .....	—	250	—
Manila, P. I. .....	—	—	9	Stavanger, Norway .....	—	135	545	From Hamburg, Germany .....	—	278	—
Maracaibo, Venezuela .....	—	—	9	Tampico, Mexico .....	—	—	320	Havana, Cuba .....	—	95	—
Marselles, France .....	100	18,329	15,554	Trieste, Austria .....	—	322	—	Rotterdam, Holland .....	—	8,700	—
Martinique, W. I. .....	—	1,163	2,607	Vera Cruz, Mexico .....	204	1,063	650	Vera Cruz, Mexico .....	—	200	—
Matanzas, W. I. .....	—	74	53	Total .....	4,775	65,348	173,336	Total .....	—	600	13,508
Melbourne, Australia .....	—	69	167	<b>From Galveston.</b>							
Mersina, Turkey .....	—	580	—	Antwerp, Belgium .....	—	—	1,120	From Bremerhaven, Germany .....	—	150	—
Monte Cristi, S. D. .....	19	580	—	Bremen, Germany .....	—	—	405	Christiania, Norway .....	—	300	—
Montego Bay, W. I. .....	—	1,714	3,140	Copenhagen, Denmark .....	—	150	50	Constantinople, Turkey .....	—	50	650
Montevideo, Uruguay .....	—	27	—	Genoa, Italy .....	—	38	—	Gothenberg, Sweden .....	—	200	—
Moyaquez .....	—	20	1,833	Hamburg, Germany .....	—	250	2,748	Hamburg, Germany .....	—	1,000	2,166
Naples, Italy .....	—	—	3,848	Havana, Cuba .....	—	—	95	Havre, France .....	—	2,695	—
Newcastle, England .....	—	—	150	Liverpool, England .....	—	—	—	Liverpool, England .....	—	300	150
Norrköping, Sweden .....	—	—	60	London, England .....	—	—	—	London, England .....	—	—	255
Nuevitas, Cuba .....	—	103	19	Malta, Island of .....	—	—	—	Malta, Island of .....	—	125	175
Oran, Algeria .....	—	—	1,482	Manchester, England .....	—	—	—	Rotterdam, Holland .....	—	400	955
Paderma, Asia .....	—	—	250	Marseilles, France .....	—	—	—	Total .....	—	5,070	6,251
Para, Brazil .....	—	—	38	Port Limon, C. R. .....	—	—	—	<b>From Philadelphia.</b>			
Paramaribo, Dutch Guiana .....	—	—	14	Progreso, Mexico .....	210	1,270	335	Hamburg, Germany .....	—	273	180
Patras, Greece .....	—	—	325	Rotterdam, Holland .....	4,090	42,430	96,131	Liverpool, England .....	—	763	3,048
Pernambuco, Brazil .....	—	—	19	Stavanger, Norway .....	—	135	545	London, England .....	—	250	—
Piraeus, Greece .....	—	3,109	30	Tampico, Mexico .....	—	—	320	Rotterdam, Holland .....	—	—	485
Plantonia .....	—	3	—	Trieste, Austria .....	—	322	—	Total .....	—	1,286	8,663
Port Antonio, W. I. .....	—	201	55	Vera Cruz, Mexico .....	204	1,063	650	<b>From Savannah.</b>			
Port au Prince, W. I. .....	—	96	280	Total .....	4,775	65,348	173,336	Antwerp, Belgium .....	—	—	1,983
Port Barrios, C. A. .....	—	14	40	<b>From Baltimore.</b>				Bremen, Germany .....	—	—	102
Port Limon, C. R. .....	—	236	303	Antwerp, Belgium .....	—	—	1,700	Hamburg, Germany .....	—	604	5,371
Port Said, Egypt .....	—	—	7	Bremerhaven, Germany .....	—	—	150	Havre, France .....	—	—	5,706
Porto Cortes, Honduras .....	—	—	25	Bremen, Germany .....	—	—	405	Liverpool, England .....	—	—	15,672
Preston, England .....	—	—	8	Christiania, Norway .....	—	—	300	London, England .....	—	—	1,663
Progreso, Mexico .....	—	59	—	Constantinople, Turkey .....	—	—	50				
Puerto, Mexico .....	—	20	8	Gothenberg, Sweden .....	—	—	200				
Puerto Plata, S. D. .....	—	16	621	Hamburg, Germany .....	—	—	1,000				
Punta Arenas, C. R. .....	—	—	460	Havre, France .....	—	—	2,695				
Ravenna, Italy .....	—	—	775	Liverpool, England .....	—	—	300				
Rio Janeiro, Brazil .....	—	1,727	2,184	London, England .....	—	—	—				
Rodosta, A. R. .....	—	—	685	Malta, Island of .....	—	—	125				
Rosario, A. R. .....	—	—	606	Rotterdam, Holland .....	—	—	400				
Rotterdam, Holland .....	575	38,160	27,674	Total .....	—	—	5,070				
St. John, N. F. .....	3	24	49	<b>From Philadelphia.</b>							
St. Kitts, W. I. .....	—	415	106	Hamburg, Germany .....	—	273	180	<b>From Savannah.</b>			
St. Marc, Hayti .....	—	3	—	Liverpool, England .....	—	763	3,048	Antwerp, Belgium .....	—	—	1,983
St. Thomas, W. I. .....	—	9	20	London, England .....	—	250	—	Bremen, Germany .....	—	—	102
Salonica, Turkey .....	—	—	3,208	Rotterdam, Holland .....	—	—	485	Hamburg, Germany .....	—	604	5,371
Sanchez, S. D. .....	—	323	36	Total .....	—	1,286	8,663	Havre, France .....	—	—	5,706
San Domingo, S. D. .....	—	282	364	<b>From Philadelphia.</b>				Liverpool, England .....	—	—	15,672
San Juan, P. R. .....	2	130	14	Hamburg, Germany .....	—	273	180	London, England .....	—	—	1,663
Santa Marta, Colombia .....	—	13	—	Liverpool, England .....	—	763	3,048				
Santiago, Cuba .....	—	1,377	380	London, England .....	—	250	—				
Santiago, Chile .....	—	—	66	Rotterdam, Holland .....	—	—	485				
Santos, Brazil .....	—	4,403	560	Total .....	—	1,286	8,663				
Savanilla, Colombia .....	—	2	6	<b>From Savannah.</b>							
Sekondi, Africa .....	—	—	9	Antwerp, Belgium .....	—	—	1,983				
Smyrna, Turkey .....	—	—	1,497	Bremen, Germany .....	—	—	102				
Southampton, England .....	—	475	1,170	Hamburg, Germany .....	—	604	5,371				
Stavanger, Norway .....	—	—	25	Havre, France .....	—	—	5,706				
Stettin, Germany .....	—	—	325	Liverpool, England .....	—	—	15,672				
Stockholm, Sweden .....	—	—	998	London, England .....	—	—	1,663				
Surinam, Dutch Guiana .....	—	41	—								
Sydney, Australia .....	—	528	321								

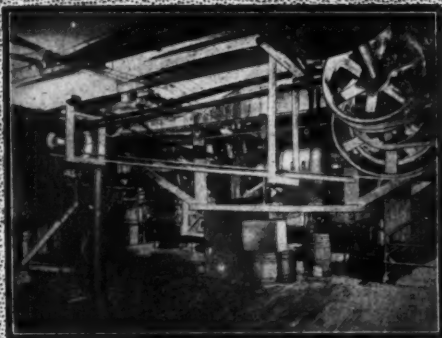
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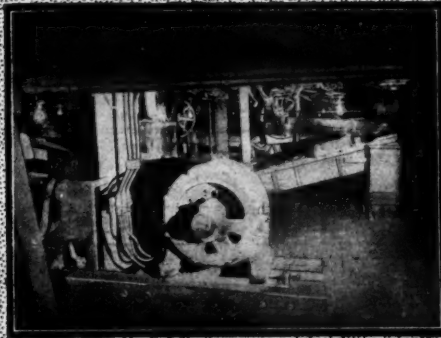
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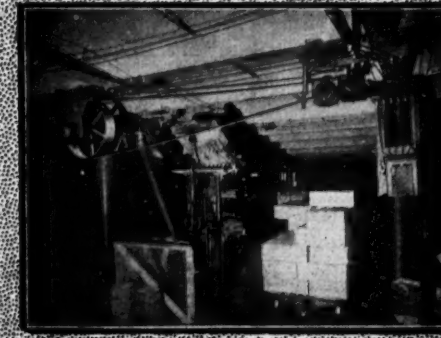
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# HIDES AND SKINS

DAILY HIDE AND LEATHER MARKET

## Chicago.

**PACKER HIDES.**—Outside of one sale reported of butt brands and Colorados by one packer which are suspected as being a booking to the packer's own tanneries no business is noted and the market remains peacefully dull, especially on native steers and native cows, which are thoroughly neglected at the prices asked by packers. Buyers are generally talking prices on native steers and cows which are  $\frac{1}{4}$ @ $\frac{1}{2}$ c. easier, but packers are not openly offering to make any concessions, although they are rather anxious for business, and would probably consider any firm bids made at rates reasonably near asking figures. Native steers are decidedly dull, with no trading and a limited inquiry. Buyers do not consider the market over  $17\frac{1}{2}$ c. for January salting, but it is not reported that any bids have been made for sizable quantities, even at this, while packers still nominally talk 18c. Texas steers have been in more request of late than other kinds, and most packers are sold up on February and some into March salting at  $16\frac{3}{4}$ c. for heavy and light and  $16\frac{1}{4}$ c. for extremes. Buyers evidently consider Texas at these prices a better proposition than other branded. Butt brands and Colorados are reported moved to the extent of 4,000 of January-February salting from Missouri river points by a packer at  $16\frac{1}{2}$ c. for both, but the impression is that these butt brands and Colorados are going to the packer's own tanneries. Branded cows are closely sold up and quotable at  $16\frac{1}{4}$ c. The demand for these together with Texas steers has been better of late than for butt brands and Colorados. Native cows are quiet again, and since the recent sale of January lights at  $16\frac{1}{4}$ c. noted on Tuesday, which packers are not generally admitting as yet, trade has ruled quiet and most packers are still nominally talking  $16\frac{1}{2}$ c. for either lights or heavies. Native bulls are in good supply and offered at 14c. Branded bulls well sold up; ruling  $12\frac{3}{4}$ c.

Later.—Both packer and country hides are very quiet, with no further trading noted. Buyers continue to talk still lower prices, but packers and dealers are not offering to sell at any further concessions. Some buyers are looking for next sales of buffs to be below 14c.

**COUNTRY HIDES.**—The situation still rules easy, but there are some indications that perhaps the market is being depressed somewhat more than real conditions warrant, and the fact that large dealers here are so free to report sales of buffs at 14c. leads to the suspicion that they may want to buy in some hides at outside points at as low prices as possible, as when it comes to selling these dealers are not willing to sell on a 14c. basis for good quality stock on hand and ask from  $\frac{1}{4}$ @ $\frac{1}{2}$ c. more. Buffs are quotable at 14c. for February receipts for March shipment at which late sales have been made and 4,000 more are noted sold for March delivery at 14c. It is believed that the hides sold at 14c. run very largely to seconds, and for mostly No. 1 buffs, including some late fall and early winter takeoff, up to  $14\frac{1}{2}$ c. is asked, but some of these obtainable at  $14\frac{1}{4}$ c. Some parties are talking down to  $13\frac{3}{4}$ c., but nothing has been secured here yet under 14c. Heavy cows are also quotable at 14c. for late receipts for March delivery, with some poor lots of

mostly No. 2s reported offered and not taken, and choicer stock held at  $14\frac{1}{4}$ @ $14\frac{1}{2}$ c. Extremes have been sold down to 15c. for poor lots of all late receipts for delivery during March, as previously noted, but better stock, running well for No. 1s, is held at  $15\frac{1}{4}$ @ $15\frac{1}{2}$ c. Some parties consider poor late extremes in a weaker position than similar salting buffs. Heavy steers are dull at from  $14\frac{1}{2}$ @ $15\frac{1}{2}$ c., as to lots. Bulls are quoted at  $12\frac{1}{2}$ c.; late receipts.

**CALFSKINS.**—The situation remains nominally unchanged, with receipts still light and little inquiry at present from tanners. Regular Chicago cities are quoted at  $18\frac{1}{4}$ c., with down to 18c. talked by buyers and up to  $18\frac{1}{2}$ @ $18\frac{3}{4}$ c. asked for the best strictly Chicago cities. Outside cities rule at  $17\frac{3}{4}$ @ $18$ c., with some lots held  $18\frac{1}{4}$ c., and countries range from  $16$ @ $17$ c. here, as to quality and section of origin, with up to  $17\frac{1}{2}$ c. asked for choicer Eastern stocks. Kips are still very dull and weak owing to inferior quality. Countries last sold down to 15c., and up to 16c. is quoted for cities. Light calf ranges  $\$1.20$ @ $1.27\frac{1}{2}$ ; deacons 20c. less.

**SHEEPSKINS.**—The market is in as poor a condition as ever, and with wool still declining holders of pelts are unable to realize quotation rates much less some fancy prices asked of late by some packers. Regular packer stock is nominal at  $\$1.30$ @ $1.40$ , and extra choice heavy pelts  $\$1.45$ @ $1.50$ . Outside city packers range from  $\$1.20$  up as to lots, and late receipt country skins mostly sell at from 90c.@ $\$1.15$ .

## New York.

**DRY HIDES.**—The weakness noted of late in the market for common varieties has resulted in a sharp decline on Puerto Cabellos, etc., which is the variety which was forced up to proportionately higher prices than other kinds. A lot of 1,200 Puerto Cabellos, etc., constituting the balance of the "Caracas" cargo, has been sold at  $20\frac{1}{2}$ c., a drop of 1c. from the previous sale of these. The other portion of the "Caracas" cargo was previously sold by another party as noted recently at  $30\frac{1}{2}$ c. The cargo of the S. S. "Tagus," noted received recently, consisted of 1,568 Bogotas, etc., and 920 Central Americans, etc., and the S. S. "Prinz Sigismund" brought 616 Central Americans. The stock here consists of about 3,000 Bogotas, etc., about 2,000 Central Americans, etc., and about 1,000 Orinocos. None of these varieties has been reported sold as yet, but it is expected that they will be later disposed of at proportionate if not even lower prices than was made on the Puerto Cabellos. There are some reports of an advancing market on River Plates, with around 30c. now talked in some quarters, but not over  $29\frac{1}{2}$ c. quoted by others. There were offerings here lately of small lots of Chinas at  $14\frac{1}{2}$ d., with counter bids solicited to cable out to China.

**WET SALTED HIDES.**—The Sansinena frigorifico steers were sold recently understood to Europe, with the price reported in most quarters at  $20\frac{3}{4}$ c., and in some up to  $20\frac{1}{2}$ c., showing a slight decline as based on the  $20\frac{3}{4}$ c. price of 3/16c. from last week. It is also reported that Europe bought 4,000 La Plata Cold Storage Company frigorifico steers at  $20\frac{3}{4}$ c. basis. Offerings are noted of 5,000 La Blancas, 3,000 Las Palmas and 2,000 and 4,000 Argentina steers. Vera Cruz hides are slightly easier, with a sale of about 300 at  $16\frac{1}{2}$ c.; last price these  $16\frac{3}{4}$ c.

**CITY PACKER HIDES.**—No sales are noted, and complete dullness rules. An unconfirmed rumor of two cars of spready natives selling cannot be traced.

**COUNTRY HIDES.**—Further weakness has developed here, and such sales as have been made have been at further reductions in prices. A car of Ohio  $45$ @ $60$ -lb. buffs of late receipt is reported sold at 14c., and later two to three cars of Ohio, Pennsylv-

vania, etc., mostly fall buffs, sold here at  $14\frac{1}{2}$ c. These were choice hides that have been held for some time, and the same hides could have been moved some time ago at a materially better figure. One of the car lots of 25-lb. and up New York State hides previously noted as being offered here at  $13\frac{1}{2}$ c. flat was sold here today at  $13\frac{1}{4}$ c. flat. A bid of  $13\frac{1}{2}$ c. flat is being solicited on a car of hides averaging 44 lbs. Southerners are also weaker with a number of offerings of these now down to  $12\frac{1}{2}$ c. flat, and today two cars of Southern extremes  $25$ @ $40$  lbs. were sold here at 12c. flat. One of these cars was sold from a Tennessee point, and the other car from a Georgia point.

**CALFSKINS.**—The market continues dull, with the tendency still weak, as tanners are indifferent. Receipts of light skins showed some slight increase here a short time ago, but since then they fell off again. New York cities are considered nominal at  $\$1.70$ @ $1.75$ ,  $\$2.10$ @ $2.15$  and  $\$2.45$ @ $2.50$ . Offerings of good lots of outside cities and countries mixed at  $\$1.55$ ,  $\$1.95$  and  $\$2.25$  selected are not reported sold. Regular countries are quoted nominally at  $\$1.45$ @ $1.50$ ,  $\$1.85$ @ $1.90$  and  $\$2.15$ @ $2.20$ . Some offered  $\$1.40$ ,  $\$1.80$ ,  $\$2.15$  flat.

**HORSE HIDES.**—The market rules steady. No sales of regular outside city renderers' lots are noted here at over  $\$4.35$  without tails and manes, and some purchases are reported at  $\$4.30$ , although some holders are still asking  $\$4.40$ @ $4.50$ . Quite a few lots of mixed cities and countries running well for cities have been sold at  $\$4.20$ . Countries alone rule at  $\$4$ @ $4.15$  as to lots. Fronts are no higher, and are quotable for regular lots at  $\$3.25$ @ $3.30$ , with up to  $\$3.35$  asked and one car sold here at  $\$3.25$ . Butts slightly better at  $\$1.30$ .

## FOREIGN TRADE OPPORTUNITIES.

The following foreign trade opportunities are offered in Daily Consular and Trade Reports. Additional information can be secured from the Bureau of Foreign and Domestic Commerce, Washington, D. C. Refer to number in making inquiries:

No. 10404. Salted pork entrails and lard.—An American consular officer in a European country reports that a wholesale dealer in packinghouse goods in his district would be glad to obtain offers from American packers for salted pork entrails and pure edible lard. He states that local butchers are now supplied through a firm in another city importing from the United States, but as there is no firm in his district importing these goods direct a good market would be opened to American shippers.

No. 10445. Salt pork.—An American consular officer reports that an import agent in a European country, who believes that the market can absorb more than the present supply, wishes to represent American exporters of salt pork who are not now exporting to the country in question. He would like to receive prices, terms, etc., and will be glad to furnish references as to his reliability.

No. 10459. Small ice-making machines.—An American consul reports that inquiries disclose the fact that there is an active demand in his district and other sections of a European country for small, practical, and moderate-priced ice-making machines. The machines now on the market are expensive and unsatisfactory, the cheapest retailing for about  $\$66$ , and the difficulty of recuperating ingredients after they have been used once brings the price of ice too high for ordinary use. A local business man, who has had considerable experience with these machines, desires to handle a good article of this kind of American manufacture. Correspondence should be sent direct to him, and he states that careful attention will be given to serious offers from American manufacturers and exporters.

# Chicago Section

Signs of the season coming soon—fish stories.

Soon the national game will be in full swing. Baseball? Naw—flyswatting!

On the face of him that Huerta person doesn't look good.

No one else can convince you how little you know. You gotta find out yourself.

Bill—Have somethin'? Jack—Guess I'll have to! Bill—Not compulsory! Jack—T'ell 'tain't. Maybe you ain't got my thirst!

Pst! The Hessian fly hath put in its appearance in Nebraska, and the grain experts are gum-shoo-ing him. Shoo!

Don't believe everything you hear, and be sure your eyesight is good before passing judgment.

Presumably old John B. thinks this Mexican disturbance a joke compared to his "militant sufferinyets" performances.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, February 22, 1913, averaged 10.62 cents per pound.

Some of our big speculators are fairly smooth articles, but it takes a near-actress to lose or have stolen \$200 worth of joolry \$250,000 worth!

The interviewers don't seem to be dragging much copy out of P.-E. Wilson or W. J. B. No one dreamt Billy could be such a clam. But such is environment—evidently.

Another pet tradition blew up last week—the ground-hog gag. Regular nice fall weather. All we needed was the robin—and then it began to snow!

Speaking of any individual, or collectively. "There is so much that is good in the worst of us, and so much that is reprehensible in the best of us, that"—Aw, shut up and drink your beer before it get's cold!

"Harold," said Ma, "do you know that a little insignificant worm produced this bee-yew-tiful silk dress for me?" Harold, after a little thinking spell: "Sure, ma! That's paw, ain't it?"

The Illinois legislative body seems to be reviving old-time political methods and get-

ting away with it, too. Illinois was always a more or less tropical proposition, politically.

To prove that this Mexican fracas is most insignificant, all needed to say is that it has never been mentioned as affecting the grain market the least little bit. It's a tinhorn war that cannot get in on that!

The Independent Packing Company go in for big business. Within the past two weeks they have killed two hogs, one a 900 pounder, and the other 860 pounds. Cost respectively \$61 and \$53.

Ambassador W. J. Calhoun, who it will be remembered made a memorable speech at one of the American Meat Packers' Association banquets, leaves China this week for the United States.

The amusing fact that airships could drop bombshells on London does not alter the fact that the same thing could happen to New York, Chicago, or Berlin, or Paris—or Hegewisch even!

Ralph M. Crews, formerly general counsel to the National Packing Company has entered the general practice of law in Chicago in a new firm known as Adams, Crews, Bobb & Wescott, with offices in the American Trust Building.

There's nothing attracts like attractiveness, and maybe the women don't know it, and use it to its fullest extent every old way, even unto having their names embroidered on their stockings, so 'tis said. Oh, Evangeline!

On the face of it, it would seem to be a case of either keep out of Mexico altogether, or wade in and do the job up good and sufficient and quick. Jingo newspapers and politicians should have neither voice nor influence in the matter.

"What was the prisoner doing, officer?" asked the judge. "Well, y'ranner, he was having the devil's own argyment wid a taxi driver." "But that does not prove he was drunk." "Yis it does, too, y'ranner. There wuz no taxicab driver there!"

Morris, Ill., has a deputy sheriff who—single-handed—arrested three auto bandits who had dropped into town "on business." And he "locked the door before the horse was stolen," too. Chicago would do well to trade the greater part of its police force for him.

There's lots of interest left yet. The sufferinyets, Mexico, J. Ham, Bryan, Stimson, Turkey, Illinois legislature, subways, trusts, restraint of trade, Panama Canal, provision and grain markets, inauguration of Wilson, the possible cabinet, the tariff, and a few more topics.

Chicago business men have formed a crack cavalry troop to consist of none but expert riders and shots. Each provides his own mount and equipment, and the troop stands ready to volunteer in case of war. Thomas M. Wilson, vice-president and general manager of Morris & Company, is captain.

There is something pathetic about allusion to "the poor boy bandit, who, not bad at heart, is sorry and weeps," etc. By the way, the poor boy is usually 23 to 27 years of age, and has a record of 15 to 30 street hold-ups, as many residence and store robberies, and two or three murders. Too bad about the "poor boy!"

Aside from the following possibilities in motoring, says a medical journal, it's all right: Broken arms in cranking; spasms of the ciliary muscles of the eye; conjunctival inflammation; auto leg; hysteria; nervous prostration; neurasthenia; manslaughter; wilful murder, and a few other minor come-backs. Cheer up, it may not be true. Anyhow, it's all in a lifetime.

There is one man who cannot make his occasional appearance on the Board of Trade floor without newspaper notice, and that man is Patrick Cudahy, the man who made Milwaukee famous in the packing trade. As his opinion is greatly respected, even by experts, it is not out of place to say that he talked bullish on provisions and gave facts in support of his arguments, such as the great shortage of the world's meat supply. He put it at one billion and two hundred odd millions of pounds.

G. M. BRILL. F. A. LINDBERG. H. C. GARDNER.  
**BRILL & GARDNER**  
ENGINEERS  
Mechanical, Electrical Architectural  
Specialties: Packing Plants Cold Storage,  
Manufacturing Plants, Power Installations,  
Investigations.  
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**DAVID I. DAVIS & CO.**  
PACKING HOUSE EXPERTS  
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Designers of Packing Plants  
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are the best advertisement for your business and you can't get anything so satisfactory as the PURITAN BRAND. Ask for samples.

**THE WEST CARROLLTON PARCHMENT CO., Dayton, Ohio**



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That is what makes our

## SUPREME ANHYDROUS AMMONIA

tower way above all others.

It is a product of which we are justly proud.

Did you ever hear of anyone change after once using

### ANHYDROUS **SUPREME** AMMONIA

**"EVERY OUNCE ENERGIZES"**

Drop a line for a demonstration.

Supreme Means { Less Power—Less Coal—Less Expense.  
More Refrigeration—More Satisfaction—More Efficiency.

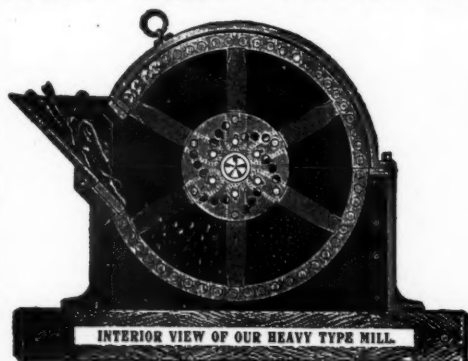
NEW YORK

**MORRIS & COMPANY**

CHICAGO  
U. S. YARDS

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GET FULL VALUE FOR THESE PRODUCTS



INTERIOR VIEW OF OUR HEAVY TYPE MILL.

1,700 MACHINES NOW IN USE.

### —A— **WILLIAMS GRINDER**

WILL TURN YOUR MATERIAL OUT AT ITS  
**HIGHEST VALUE**

*Also Grinds Shells, Cracklings, Etc., for Poultry Food*

Manufactured and Licensed under 87 separate and distinct Patents

WRITE FOR BULLETIN No. 9

**THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.**

WORKS: 201 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO  
SAN FRANCISCO OFFICE: 347 Monadnock Bldg.

# CONSOLIDATED DRESSED BEEF CO.

ABATTOIR  
AND  
SALESROOMS  
STOCK YARDS  
30th and Race Sts.  
**PHILADELPHIA**

**CAR LOTS SHIPPED TO ANY PART OF THE U. S.**

We invite New York and New Jersey butchers to visit  
us. Philadelphia is only two hours from New York.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 17.....	23,620	1,315	45,743	20,945
Tuesday, Feb. 18.....	3,778	2,530	14,652	14,597
Wednesday, Feb. 19.....	16,783	2,029	36,030	18,229
Thursday, Feb. 20.....	4,065	1,445	34,082	13,581
Friday, Feb. 21.....	1,127	247	19,532	6,747
Saturday, Feb. 22.....	137	20	7,297	.....
Total last week.....	49,510	7,582	157,336	82,809
Previous week.....	39,060	6,790	109,824	93,799
Cor. week, 1912.....	51,008	8,235	196,173	84,585
Cor. week, 1911.....	58,256	7,366	164,271	95,121

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 17.....	6,630	114	13,422	4,175
Tuesday, Feb. 18.....	2,471	169	4,155	5,306
Wednesday, Feb. 19.....	5,273	137	7,541	4,435
Thursday, Feb. 20.....	3,782	118	9,063	5,479
Friday, Feb. 21.....	1,295	65	6,346	2,124
Saturday, Feb. 22.....	426	2	2,746	.....
Total last week.....	10,877	625	43,273	19,519
Previous week.....	16,740	482	58,070	23,131
Cor. week, 1912.....	22,338	670	65,576	14,823
Cor. week, 1911.....	26,327	426	45,374	12,723

## CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Feb. 22, 1913.....	394,888	1,338,333	742,717
Same period, 1912.....	451,198	1,545,911	880,059

## Combined receipts of hogs at eleven points:

Week ending Feb. 22, 1913.....	515,000
Previous week.....	522,000
Year ago.....	555,000
Two years ago.....	481,000
Total year to date.....	4,222,000
Same period, 1912.....	5,138,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Feb. 22, 1913.....	144,500	380,400	220,600
Week ago.....	118,300	412,400	226,500
Year ago.....	117,600	446,500	235,500
Two years ago.....	142,500	377,600	197,500
Totals, 1913, to date.....	1,024,000	3,138,000	1,599,000
Totals, 1912, to date.....	1,116,000	3,958,000	1,837,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Feb. 22, 1913:	
Armour & Co.....	23,100
Swift & Co.....	19,100
S. & S. Co.....	8,400
Morris & Co.....	10,400
Anglo-American.....	7,400
Boyd-Lunham.....	5,700
Hammond.....	8,700
Western P. Co.....	7,100
Roberts & Oake.....	4,500
Miller & Hart.....	3,800
Independent P. Co.....	6,900
Brennan P. Co.....	3,300
Others.....	14,000
Totals.....	122,400
Previous week.....	123,000
1912.....	147,000
1911.....	124,800
Total year to date.....	1,083,600
Same period last year.....	1,260,800

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.30	\$8.36	\$6.60	\$8.60
Previous week.....	8.15	8.22	5.90	8.75
Cor. week, 1912.....	6.90	6.22	4.05	6.05
Cor. week, 1911.....	6.15	7.26	4.25	6.10
Cor. week, 1910.....	6.40	9.49	7.95	8.85

## CATTLE.

Good to choice steers.....	\$8.25@ 9.25
Fair to good steers.....	7.00@ 8.25
Common to fair heaves.....	6.00@ 7.00

Inferior killers.....	5.50@ 6.50
Canner bulls.....	2.50@ 4.00
Fair to choice vealers.....	9.25@ 10.35
Heavy calves.....	8.25@ 9.00
Feeding steers.....	7.25@ 8.35
Stockers.....	6.00@ 7.25
Medium to good beef cows.....	4.25@ 5.50
Fair to choice heifers.....	5.00@ 7.75
Good to choice cows.....	5.50@ 6.50
Common to good cutters.....	3.50@ 4.25
Inferior to good canners.....	3.00@ 3.40
Bologna bulls.....	3.30@ 6.00
Butcher bulls.....	6.25@ 7.00

## HOGS.

Good to prime heavy.....	\$8.35@ 8.50
Fair to prime butcher hogs.....	8.40@ 8.55
Rough heavy packing.....	8.10@ 8.20
Light mixed, 180@200 lbs.....	8.40@ 8.50
Fair to good heavy packing.....	8.20@ 8.35
Choice light, 170@200 lbs.....	8.50@ 8.60
Pigs, 110 lbs. and under.....	7.00@ 7.50
Pigs, 100@140 lbs.....	7.50@ 8.20
Boars, according to weight.....	8.50@ 8.50
*Stags, according to weight.....	7.50@ 8.70

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Fed yearlings.....	\$7.25@ 7.75
Native lambs.....	8.00@ 8.75
Fed lambs.....	8.00@ 8.75
Colorado lambs.....	8.50@ 8.85
Native yearlings.....	7.00@ 7.75
Feeding lambs.....	7.25@ 8.30
Breeding ewes.....	4.00@ 5.00
Good to choice wethers.....	5.25@ 6.75
Good to choice ewes.....	5.00@ 6.00

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, FEBRUARY 22, 1913.

Holiday.

MONDAY, FEBRUARY 24, 1913.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	\$19.50	\$19.90	\$19.80	\$19.82½
July.....	19.75	19.75	19.67½	19.72½
LARD—(Per 100 lbs.)—				
May.....	10.65	10.70	10.65	10.65
July.....	10.72½	10.72½	10.67½	10.67½
September.....	10.80	10.80	10.75	10.75
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.55	10.57½	10.52½	10.52½
July.....	10.52½	10.57½	10.52½	10.52½
September.....	10.60	10.60	10.57½	10.57½

TUESDAY, FEBRUARY 25, 1913.

Holiday.

WEDNESDAY, FEBRUARY 26, 1913.

PORK—(Per bbl.)—				
May.....	19.75	19.90	19.72½	19.85
July.....	19.70	19.75	19.62½	19.72½
LARD—(Per 100 lbs.)—				
May.....	10.60	10.67½	10.60	10.65
July.....	10.62½	10.67½	10.62½	10.67½
September.....	10.70	10.75	10.75	10.75
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.45	10.55	10.45	10.52½
July.....	10.50	10.55	10.47½	10.52½
September.....	10.55	10.60	10.52½	10.60

THURSDAY, FEBRUARY 27, 1913.

PORK—(Per bbl.)—				
May.....	19.85	20.20	19.85	20.20
July.....	19.82½	20.65	19.80	20.05
LARD—(Per 100 lbs.)—				
May.....	10.67½	10.77½	10.67½	10.75
July.....	10.72½	10.80	10.70	10.80
September.....	10.80	10.85	10.77½	10.82½

RIBS—(Boxed, 25c. more than loose)—				
May.....	10.57½	10.67½	10.55	10.67½
July.....	10.60	10.67½	10.57½	10.67½
September.....	10.62½	10.72½	10.60	10.70

FRIDAY, FEBRUARY 28, 1913.

PORK—(Per bbl.)—				
May.....	20.30	20.40	20.25	20.32½
July.....	20.10	20.22½	20.10	20.12½
LARD—(Per 100 lbs.)—				
May.....	10.80	10.85	10.80	10.82
July.....	10.82½	10.85	10.82½	10.82½

RIBS—(Boxed, 25c. more than loose)—				
May.....	10.70	10.80	10.70	10.75
July.....	10.75	10.77½	10.72½	10.75
September.....	10.80	10.82½	10.80	10.80

†Bid. †asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry &amp; Son, 41st and Halsted Streets.)

Native Rib Roast.....	20	@ 25
Native Sirloin Steaks.....	20	@ 25
Native Porterhouse Steaks.....	25	@ 35
Native Pot Roasts.....	12½	@ 16
Rib Roasts from light cattle.....	12½	@ 16
Beef Stew.....	12½	@ 15
Boneless Corned Briskets, Native.....	12½	@ 15
Corned Rumps, Native.....	12½	@ 15
Corned Ribs.....	12½	@ 15
Corned Flanks.....	12½	@ 15
Round Steaks.....	16	@ 22
Round Roasts.....	14	@ 16
Shoulder Steaks.....	16	@ 16
Shoulder Roasts.....	15	@ 16
Shoulder Neck End, Trimmed.....	12½	@ 16
Rolls Roast.....	12½	@ 16

## Lamb.

Hind Quarters, fancy.....	@ 20
Fore Quarters, fancy.....	@ 14
Legs, fancy.....	@ 22
Stew.....	@ 10
Chops, shoulder, per lb.....	@ 16
Chops, rib and loin, per lb.....	@ 30
Chops, Frenched, each.....	@ 12½

## Mutton.

Legs.....	@ 14
Stew.....	@ 7
Shoulders.....	@ 12½
Hind Quarters.....	@ 12½
Fore Quarters.....	@ 11
Rib and Loin Chops.....	@ 18
Shoulder Chops.....	@ 12½

## Pork.

Pork Loin.....	@ 15
Pork Chops.....	@ 16
Pork Shoulders.....	@ 12½
Pork Tenders.....	@ 30
Pork Butts.....	@ 12½
Spare Ribs.....	@ 12½
Hocks.....	@ 11
Pigs' Heads.....	@ 8
Leaf Lard.....	@ 18

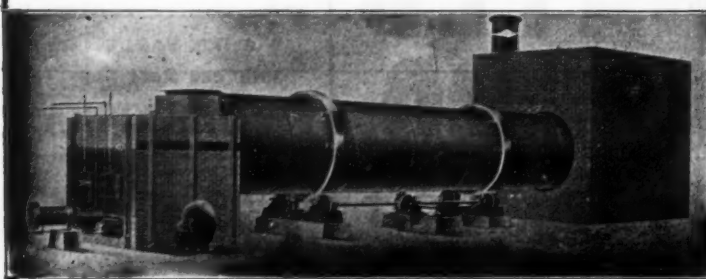
## Veal.

Hind Quarters.....	@ 22
Fore Quarters.....	@ 16
Legs.....	@ 24
Breasts.....	@ 16
Shoulders.....	@ 20
Cutlets.....	@ 20
Rib and Loin Chops.....	@ 25

## Butchers' Offal.

Suet.....	@ 6½
Tallow.....	@ 4½
Bones, per cwt.....	@ 1.00
Calfskins, 8 to 15 lbs.....	@ 20
Calfskins, under 8 lbs. (deacon's).....	@ 65
Kips.....	@ 18

## AUTOMATIC IMPROVED TANKAGE PRESSES AND DRYERS



**Economical Efficient  
Great Capacity**

**SAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALL**

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

**American Process Co.**  
68 William St., - - New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	13 1/4	@ 13 1/4
Good native steers	12 1/2	@ 12 1/2
Native steers, medium	12	@ 12
Helpers, good	11 1/4	@ 11 1/4
Cows	9 1/2	@ 9 1/2
Hind Quarters, choice	15	@ 15
Fore Quarters, choice	10 1/2	@ 10 1/2

## Beef Cuts.

Cow Chucks	7 1/2	@ 8
Steer Chucks	11	@ 11
Boneless Chucks	8 1/4	@ 8 1/4
Medium Plates	7 1/2	@ 7 1/2
Steer Plates	8	@ 8
Cow Rounds	9	@ 9
Steer Rounds	12	@ 12
Cow Loins	11 1/4	@ 11 1/4
Steer Loins, Heavy	21 1/2	@ 21 1/2
Beef Tenderloins, No. 1	31	@ 31
Strip Loins	27	@ 27
Sirloin Butts	14	@ 14
Shoulder Cuts	11	@ 11
Rolls	14	@ 14
Rump Butts	10	@ 10
Trimnings	7 1/2	@ 7 1/2
Shank	5	@ 5
Cow Ribs, Common, Light	9	@ 10 1/4
Cow Ribs, Heavy	9	@ 13 1/4
Steer Ribs, Light	15	@ 15
Steer Ribs, Heavy	17	@ 17
Loin Ends, steer, native	15 1/2	@ 15 1/2
Loin Ends, cow, native	13 1/2	@ 13 1/2
Hanging Tenderloins	8	@ 8
Flank Steak	13 1/2	@ 13 1/2
Hind Shanks	4 1/2	@ 4 1/2

## Beef Offal.

Brains, each	8	@ 8
Hearts	7	@ 7 1/2
Tongues	17 1/2	@ 17 1/2
Sweetbreads	30	@ 30
Ox Tail, per lb.	8	@ 8 1/2
Fresh Tripe, plain	3 1/2	@ 3 1/2
Fresh Tripe, H. C.	5 1/2	@ 5 1/2
Brains	8	@ 8
Kidneys, each	8 1/2	@ 8 1/2

## Veal.

Heavy Carcass, Veal	12	@ 13
Light Carcass	12	@ 14 1/2
Good Carcass	16	@ 16
Good Saddles	17	@ 17
Medium Racks	12	@ 12
Good Racks	14	@ 14

## Veal Offal.

Brains, each	7 1/2	@ 8 1/2
Sweetbreads	65	@ 65
Flunks	65	@ 65
Heads, each	20	@ 25

## Lamb.

Good Caul	14	@ 14
Round Dressed Lambs	15 1/2	@ 15 1/2
Saddles, Caul	17	@ 17
R. D. Lamb Racks	9	@ 9
Caul Lamb Racks	9	@ 9
R. D. Lamb Saddles	18	@ 18
Lamb Prices, per pair	10	@ 10
Lamb Tongues, each	4	@ 4
Lamb Kidneys, each	1 1/2	@ 1 1/2

## Mutton.

Medium Sheep	11	@ 11
Good Sheep	11 1/2	@ 11 1/2
Medium Saddles	13	@ 13
Good Saddles	13 1/2	@ 13 1/2
Good Racks	9	@ 9
Medium Racks	14	@ 14
Mutton Legs	8	@ 8
Mutton Loins	10	@ 10
Mutton Stew	7	@ 7
Sheep Tongues, each	2 1/2	@ 2 1/2
Sheep Heads, each	10	@ 10

## Fresh Pork, Etc.

Dressed Hogs	11 1/4	@ 12
Pork Loins	13	@ 13
Leaf Lard	11	@ 11
Tenderloins	27	@ 27
Spare Ribs	10 1/2	@ 10 1/2
Butts	12	@ 12
Hocks	8 1/4	@ 8 1/4
Trimnings	9	@ 9
Extra Lean Trimnings	9	@ 9
Tails	7 1/2	@ 7 1/2
Snouts	5 1/2	@ 5 1/2
Pigs' Feet	3 1/2	@ 3 1/2
Pigs' Heads	5 1/2	@ 5 1/2
Blade Bones	8	@ 8
Blade Meat	8 1/4	@ 8 1/4
Cheek Meat	7 1/2	@ 7 1/2
Hog Hvers, per lb.	2 1/2	@ 3
Neck Bones	3	@ 3
Skinned Shoulders	11	@ 11
Pork Hearts	5	@ 5
Pork Kidneys, per lb.	4	@ 5
Pork Tongues	10 1/2	@ 10 1/2
Slip Bones	6	@ 6 1/2
Tail Bones	6	@ 6 1/2
Brains	6	@ 6
Backfat	10 1/2	@ 10 1/2
Hams	15	@ 15
Calas	12	@ 12
Bellies	11	@ 11
Shoulders	11	@ 11

## SAUSAGE.

Columbia Cloth Bologna	10	@ 10
Bologna, large, long, round, in casings	9 1/2	@ 9 1/2

Choice Bologna	12	@ 12
Frankfurters	10 1/2	@ 10 1/2
Blood, Liver and Headcheese	9	@ 9
Tongue	14 1/4	@ 14 1/4
Minced Sausage	12 1/2	@ 12 1/2
Luncheon Sausage, cloth paraffine	15	@ 15
New England Sausage	15	@ 15
Compressed Luncheon Sausage	15	@ 15
Special Compressed Ham	15	@ 15
Berliner Sausage	13 1/4	@ 13 1/4
Boneless Butts in casings	21 1/2	@ 21 1/2
Oxford Butts in casings	16 1/2	@ 16 1/2
Polish Sausage	10 1/2	@ 10 1/2
Garlic Sausage	10 1/2	@ 10 1/2
Country Smoked Sausage	12	@ 12
Farm Sausage	15	@ 15
Pork Sausage, bulk or link	9 1/2	@ 9 1/2
Pork Sausage, short link	10	@ 10
Boneless Pigs' Feet	8 1/4	@ 8 1/4
Luncheon Roll	13 1/4	@ 13 1/4
Hams, Bologna	10 1/2	@ 10 1/2
Jellied Roll	15 1/2	@ 15 1/2

## Summer Sausage.

Best Summer, H. C. (old)	25	@ 25
German Salami (new)	22	@ 22
Italian Salami	26 1/2	@ 26 1/2
Holsteiner	16 1/2	@ 16 1/2
Mettwurst, New	18	@ 18
Farmer	18 1/2	@ 18 1/2

## Sausage in Oil.

Smoked Sausage, 1-50	50.00	@ 50.00
Smoked Sausage, 2-30	5.50	@ 5.50
Bologna, 1-50	5.50	@ 5.50
Bologna, 2-30	5.50	@ 5.50
Frankfurt, 1-50	6.00	@ 6.00
Frankfurt, 2-30	5.50	@ 5.50

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	10.00	@ 10.00
Pickled Plain Tripe, in 200-lb. barrels	7.25	@ 7.25
Pickled H. C. Tripe, in 200-lb. barrels	8.50	@ 8.50
Pickled Ox Lips, in 200-lb. barrels	15.00	@ 15.00
Pickled Pigs' Snouts, in 200-lb. barrels	15.50	@ 15.50
Lamb Tongues, Short Cut, barrels	34.50	@ 34.50

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	22.00	@ 22.00
2 lbs., 1 or 2 doz. to case	4.20	@ 4.20
6 lbs., 1 doz. to case	16.25	@ 16.25
14 lbs., 1/2 doz. to case	36.00	@ 36.00

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	33.25	@ 33.25
4-oz. jars, 1 doz. in box	6.25	@ 6.25
8-oz. jars, 1/2 doz. in box	11.50	@ 11.50
16-oz. jars, 1/4 doz. in box	22.50	@ 22.50
2, 5 and 10-lb. tins	1.50	@ 1.50 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	10.00	@ 10.00
Plate Beef	10.00	@ 10.00
Prime Mess Beef	10.00	@ 10.00
Extra Mess Beef	10.00	@ 10.00
Beef Hams (220 lbs. to bbl.)	10.00	@ 10.00
Rump Butts	10.00	@ 10.00
Mess Pork, old	21.00	@ 21.00
Clear Fat Backs	22.50	@ 22.50
Family Back Pork	23.50	@ 23.50
Bean Pork	18.00	@ 18.00

## LARD.

Pure leaf, kettle rendered, per lb., tes	12 1/2	@ 12 1/2
Pure lard	11 1/2	@ 11 1/2
Lard, substitutes, tes	8 1/2	@ 8 1/2
Lard, compound	8	@ 8
Cooking oil, per gal., in barrels	52	@ 52
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces		

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	15 1/2	@ 19 1/2
Cooks' and bakers' shortening, tubs	13	@ 14

## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)		
Clear Bellies, 14@16 avg.	13 1/4	@ 13 1/4
Clear Bellies, 18@20 avg.	12 1/2	@ 12 1/2
Rib Bellies, 18@20 avg.	12 1/2	@ 12 1/2
Fat Backs, 12@14 avg.	10 1/2	@ 10 1/2
Regular Plates	10 1/4	@ 10 1/4
Butts	9 1/2	@ 9 1/2
Bacon meats, 1/4 c. to 1 c. more		

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	16 1/4	@ 17
Hams, 16 lbs., avg.	18	@ 18 1/2
Skinned Hams	16 1/4	@ 16 1/4
Calas, 4@6 lbs., avg.	11	@ 11
Calas, 6@12 lbs., avg.	10 1/2	@ 10 1/2
New York Shoulders, 8@12 lbs., avg.	22	@ 22 1/2
Breakfast Bacon, fancy	16 1/4	@ 16 1/4
Wide, 10@12 avg., and strip, 5@6 avg.	17 1/2	@ 17 1/2
Wide, 6@8 avg., and strip, 3@4 avg.	17 1/2	@ 17 1/2
Rib Bacon, wide, 8@12, strip, 4@6 avg.	18	@ 18
Dried Beef Sets	23 1/2	@ 23 1/2
Dried Beef Insides	23 1/2	@ 23 1/2
Dried Beef Knuckles	22 1/4	@ 22 1/4
Dried Beef Outsides	19 1/4	@ 19 1/4
Regular Boiled Hams	24	@ 24
Smoked Boiled Hams	24 1/4	@ 24 1/4
Rolls Calas	19	@ 19
Cooked Loin Rolls	19	@ 19
Cooked Rolled Shoulders	19	@ 19

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Rounds, per set	18	@ 18
Export Rounds	23	@ 23
Middles, per set	76	@ 76
Beef bungs, per piece	20	@ 20
Beef weasands	8	@ 8
Beef bladders, medium	45	@ 45
Beef bladders, small, per doz.	65	@ 65
Hog casings, free of salt	70	@ 70
Hog middles, per set	10	@ 10
Hog bungs, export	10	@ 10
Hog bungs, large mediums	10	@ 10
Hog bungs, prime	7	@ 7
Hog bungs, narrow	5	@ 5
Imported wide sheep casings	90	@ 90
Imported medium wide sheep casings	70	@ 70
Imported medium sheep casings	40	@ 40
Hog stomachs, per piece	4	@ 4

## FERTILIZERS.

Dried blood, per unit	2.60	@ 2.62 1/2
Hoof meal, per unit	2.35	@ 2.45
Concentrated tankage	2.27	@ 2.30
Ground tankage, 12%	2.40	@ 2.40 and 10c.
Ground tankage, 11%	2.40	@ 2.40 and 10c.
Ground tankage, 8 and 25%	2.32 1/2	@ 2.32 1/2 and 10c.
Crushed tankage, 9 and 20%	2.20	@ 2.20 and 10c.
Ground tankage, 6 1/2 and 30%	18.00	@ 18.00
Ground rawbone, per ton	24.00	@ 25.00
Ground steam bone, per ton	20.00	@ 21.00
Unground tankage, per ton less than ground	50c.	@ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65@70 lbs., aver.	250.00	@ 275.00
Horns, black, per ton	24.50	@ 28.50
Horns, striped, per ton	33.00	@ 38.00
Horns, white, per ton	80.00	@ 65.00
Flat shin bones, 40 lbs. av., per ton	70.00	@ 75.00
Round shin bones, 35-40 lbs. av., per ton	75.00	@ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00	@ 90.00
Long thigh bones, 90-95 lbs. av., per ton	80.00	@ 90.00
Skulls, jaws and knuckles, per ton	27.00	@ 28.50

## LARD.

Prime steam, cash	10.65	@ 10.65
Prime steam, loose	10.25	@ 10.25
Leaf	10 1/2	@ 10 1/2
Compound	7 1/2	@ 7 1/2
Neutral lard	11 1/2	@ 12

## STEARINES.

Prime oleo	9 1/4	@ 10
Oleo, No. 2	9	@ 9 1/4
Mutton	9	@ 9
Tallow	7 1/2	@ 8
Grease, yellow	5 1/2	@ 5 1/2
Grease, A white	6 1/4	@ 6 1/4

## OILS.

Lard oil, extra, winter strained, tierces	72	@ 74
Extra lard oil	67	@ 69
Extra No. 1 lard oil	62	@ 64
No. 1 lard oil	54	@ 56
No. 2 lard oil	50	@ 52
Oleo oil, extra	11 1/2	@ 12
Oleo oil, No. 2	11 1/4	@ 11 1/2
Oleo stock	10 1/4	@ 10 1/4
Neatsfoot oil, pure, bbls.	66	@ 72
Acidless tallow oils, bbls.	60	@ 61
Corn oil, loose	4.90	@ 4.95
Horse oil	6 1/4	@ 6 1/2

## TALLOW.

Edible	7 1/4	@ 7 1/4
Prime city	7 1/4	@ 7 1/4
No. 1 Country	6 1/4	@ 6 1/4
Packers' Prime	6 1/4	@ 6 1/4
Packers' No. 1	6 1/4	@ 6 1/4
Packers' No. 2	5 1/4	@ 5 1/4
Renderers' No. 1	5 1/4	@ 5 1/4

## GREASES.

White, choice	6 1/4	@ 6 1/4
White, "A"	6 1/4	@ 6 1/4
White, "B"	5 1/4	@ 5 1/4
Bone	5 1/4	@ 5 1/4
Crackling	5 1/4	@ 5 1/4
Horse	5	@ 5 1/4
Yellow	5 1/4	@ 5 1/4
Brown	4 1/4	@ 4 1/4
Glue Stock	5 1/4	@ 5 1/4
Garbage grease	3 1/4	@ 3 1/4
Glycerine, C. P.	19 1/2	@ 19 1/2
Glycerine, dynamite	18 1/2	@ 19 1/2
Glycerine, crude soap	13	@ 13
Glycerine, candle	14 1/4	@ 14 1/4

## COTTONSEED OILS.

P. S. Y., loose	44	@ 44 1/2
P. S. Y., soap grade	42 1/2	@ 43
Soap stock, bbls., concn.	62@65	f. a. 2 1/2 @ 2 1/2
Soap stock, loose, reg.	50	f. a. 1.35 @ 1.40

# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)  
Union Stock Yards, Chicago, February 26.

The run of 20,907 cattle on Monday was liberal for the Lenten period, especially following last week's fairly decent run, and the trade was slow and rather uneven. A few handy-weight, well-fatted cattle, as well as the light and cheaper grades, sold steady to a little easier, while on the heavier cattle the market ruled slow, and in most cases 10c. lower, thus eliminating the advance that took place in the closing days of last week. Tuesday's run of 3,364 cattle met with a demand that was not notably different from Monday. Wednesday's run of cattle was around 14,500 head, and the trade ruled about steady with Monday's general level of values, although rather slow.

Mild fluctuations have characterized the trade on butcher stuff, but no quotable change has taken place in the market. Cannery and cutters are meeting with a little better demand than they were a week ago, all classes of heifers are selling exceptionally well, and a fair amount of activity is noted.

Hogs will bring very remunerative prices all spring and summer, but it is not reasonable to expect such abnormally high markets as we have had recently to prevail indefinitely without occasional setbacks in the trade, and when restaurants list roast pork higher on their bill of fare than roast beef, as has occasionally been the case lately, it brings forcibly to mind the fact that the recent extremely high market would naturally have a tendency to curtail the fresh meat demand to some extent. Tuesday morning was the high spot in the trade, top hogs selling then at \$8.70, but the big packers stayed out of the market, and the trade closed flat and lower in anticipation of heavy mid-week receipts, which were fully realized, as Wednesday's run footed up around 50,000, besides a goodly supply of holdovers, and the trade ruled 10c. lower than Tuesday's close, or 20c. lower than Tuesday morning, with the bulk of the hogs selling \$8.35 @ 8.40, top hogs around \$8.45. The March supply promises to be fairly liberal.

In sheep and lambs there has been but little change in the situation thus far this week, excepting that sheep have gained a little strength. It doesn't seem probable that lamb prices will reach a much higher level than the range of the past few days. We quote: Fat wethers, \$6.65 @ 7; choice light yearlings, \$7.75 @ 8; common to medium and heavy yearlings, \$7 @ 7.50; good to choice ewes, \$6.20 @ 6.50; poor to medium ewes, \$5.50 @ 6; culls, \$3.50 @ 5; choice lambs, \$8.50 @ 8.75; poor to medium lambs, \$8 @ 8.40; culls, \$7 @ 7.50.

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., February 26.

Receipts for the week ending today were 15,500 head of cattle, including 5,500 head of Southern. There have been quite a few loads of choice steers offered, while the majority consisted of medium to good kind. Trading on beef steers has been about 10c. higher than last week's average. The bulk of the medium to good offerings have ranged in price from \$7.50 @ 8. The best price of the week was paid today for some choice grade beefs, averaging 1,540 lbs., which brought \$8.75. The quotations are as follows: Choice to prime, \$8.50 @ 9; good to choice, \$8 @ 8.50; medium to good, \$7 @ 8; common and light grades, \$5 @ 6.75; choice to prime yearlings, \$7.75 @ 8.50; good to choice, \$7 @ 7.75; fair to good, \$6.50 @ 7; choice heifers, \$7.50 @ 8.25; good to choice, \$6.25 @ 7.25; fancy cows, \$6.25 @ 7.50; good to choice cows, \$5.25 @ 6; medium grades, \$4.65 @ 5; canners and cutters, \$4 @ 4.65; fancy bulls, \$5.75 @ 6.50; good bulls, \$5.25 @ 5.75; sausage bulls, \$4.25 @ 5; calves of

all good kinds, \$9.50 @ 10; choice vealers, \$10 @ 10.75. Texas and Oklahoma contributed a large share of steers to the Southern side. This grade has maintained a steady basis with last week. The quotations are as follows: Choice Oklahoma and Texas steers, \$7.50 @ 8; good to choice, \$6.25 @ 7.50; medium to good, \$6.25 @ 7; medium to good grass steers, \$5 @ 7.25; medium to good cows, \$4.75 @ 5.75; good to choice, \$5.50 @ 6.50; canners and cutters, \$4 @ 4.60; bulls, \$3.25 @ 5.

The receipts of hogs for the week amounted to approximately 52,000 head. Since the close of last week, and until early Wednesday, the market has been from 25 @ 30c. higher than the close of last week. At the opening today all grades showed a 15 @ 20c. decline with yesterday's best prices, and later was quoted at 25 @ 30c. lower than yesterday's best time, making the close of this week about steady with last week. The high time for the week was yesterday, when some prime butcher hogs brought \$8.80. Quality has been good, and shippers are still active. The following are the quotations: Mixed and butchers, \$8.35 @ 8.50; good heavy, \$8.45 @ 8.50; rough, \$7.85 @ 8.10; lights, \$8.40 @ 8.55; pigs, \$6.50 @ 8.25.

There were approximately 10,500 sheep on the market this week. Trading on sheep is about 25c. higher than last week's average. There have been several loads of choice Colorado lambs. The top on lambs for the week was made on Monday, when 3 doubles, averaging 80 lbs., brought \$9. Since Monday the market has moved lower. Lambs are today quoted at 15 @ 25c. lower than last week. The quotations are as follows: Choice to prime native and Colorado lambs, \$8.50 @ 9; medium to good, \$7 @ 8.50; muttons, \$5.50 @ 6.35; yearlings, \$7 @ 7.85; culls and bucks, \$2 @ 4.75.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, February 25.

Cattle receipts here this week so far are of the same volume as the same days last week, 11,000 head yesterday, and the same number today. Not as many quarantine cattle are included this week, and more native steers. There was a long line of native fed steers here yesterday, which sold at the full range of \$7.40 @ 8.85, with different droves of dogie steers weighing around 800 pounds at \$7.15 @ 7.25. The market is slightly higher this week, though heavy steers moved slowly today. A drove of choice heavy black steers topped the market today at \$8.90, but the next high price was \$8.55 today. Desirable heavy cows cost \$6 @ 6.75, fair to good cows \$5 @ 6, heifers largely \$6.50 @ 7.50. Sugar mills have begun to market their crop pretty freely, and the quality is good. Some corn and meal-fed steers from northern Oklahoma have been here on different days in the past week, weighing 1,150 pounds, at \$7.60 @ 7.90. Common light quarantine steers sold today at \$6.50 @ 7.

Hogs are coming pretty freely this week, the run for today overtopping the estimate of 14,000 head by two thousand, market 10c. higher. Packers fought hard today refusing for a time to pay above \$8.40 for anything, but finally paying up to \$8.50, bulk of sales \$8.35 @ 8.45. Average weight remains about stationary here, 213 pounds last week. Prices here are far enough below St. Louis and Chicago to justify shipping, there being a margin of 20 @ 35c. for the shipper. Out of 5,200 received here yesterday, shippers secured 1,400 head, that number being loaded out last night.

Sheep are advancing, and lambs retreating this week, the gap between them closing up very fast. Inequality of supplies of each class is the cause. The run is 9,000 here today, sheep steady, lambs 10c. lower. Colorado is shipping large numbers of lambs, but few aged sheep were fed there, and no other territory is sending many sheep or lambs to market at this time. Ewes sold at \$5.90 today, similar to ewes at \$4.65 two

weeks ago, and good ewes brought \$6 @ 6.25 today, wethers worth \$6.50, yearlings \$6.75 @ 7.50, lambs \$8 @ 8.50.

## OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., February 25.

Cattle are showing up better in quality but shorter in quantity than at this time last year, and selling fully a dollar higher. In fact, for the past three weeks the trend of values has been steadily upward, and while there has been no sensational advance on any particular day, the market for both beef steers and butcher stock is fully half a dollar higher than it was the first of February. Choice 1,450-pound beefs brought \$8.45 today, and the bulk of the fair to good 1,050 @ 1,300-pound beefs sold around \$7.80 @ 8.30. Choice heifers sold up to \$7.50, and the bulk of the fair to good butcher and beef stock is going at \$5.75 @ 6.75, with canners and cutters at \$4.25 @ 5.25. Demand for she stock of all grades is about the best it has ever been at this point. Inquiry for veal calves keeps up well, and prices are firmly held at \$6.50 @ 9.25 and there is a broad outlet and a strong market for bulls, stags, etc., at \$5.25 @ 6.50.

A strong undertone pervades the hog market, and prices continue to work upward, although buyers stubbornly fight every advance and Eastern butchers and order buyers are aggressive in taking the supplies. Receipts are just about up to the ordinary February average, but fall far short of a year ago at this time and the demand is naturally keener than at that time, although prices are fully \$2 higher. Quality is very good, and the light hogs are not now commanding the premium that they did a short time ago, in fact, quality is the big consideration, and the range of prices is exceptionally narrow. There were nearly 17,000 hogs here today, and prices held steady, tops bringing \$8.25 as against \$8.25 on last Tuesday, while the bulk of the trading was at \$8.15 @ 8.20, as against \$8.10 @ 8.15 a week ago.

Sheep receipts of late are running largely to lambs, and while prices for the lambs show more or less of a decline, there has been fully as much of an advance on the mutton grades. Feeder buyers are still keen competitors for the half fat stuff, and about 20 per cent. of the receipts are going back to the feed lots for finishing and shearing. Fair to choice lambs are quoted at \$7.75 @ 8.75; yearlings at \$6.90 @ 7.90; wethers \$5.85 @ 6.65, and ewes \$5.50 @ 6.25.

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centres for the week ending February 22, 1913:

CATTLE.	
Chicago	29,633
Kansas City	17,858
Omaha	15,182
East St. Louis	11,216
St. Joseph	10,294
Cudahy	358
Sioux City	3,894
South St. Paul	3,712
New York and Jersey City	11,064
Philadelphia	4,746
Denver	1,306
HOGS.	
Chicago	115,963
Kansas City	41,478
South Omaha	52,474
East St. Louis	42,779
St. Joseph	35,107
Cudahy	8,467
Sioux City	23,935
Ottumwa	9,400
Cedar Rapids	7,897
South St. Paul	16,194
New York and Jersey City	39,512
Philadelphia	4,790
Denver	3,662
SHEEP.	
Chicago	63,390
Kansas City	36,122
Omaha	35,911
East St. Louis	9,249
St. Joseph	28,876
Cudahy	53
Sioux City	2,291
South St. Paul	2,845
New York and Jersey City	30,129
Philadelphia	11,115
Denver	618



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, February 28.—Market firm; Western steam, \$10.70; Middle West, \$10.85 @10.95; city steam, 10% @10% c.; refined, Continent, \$11.45; South American, \$12.05; Brazil, kegs, \$13.05; compound, 7% @8c.

### Marseilles Oils.

Marseilles, February 28.—Sesame oil, fabrique, — fr.; edible, 95 fr.; copra oil, fabrique, 102 fr.; edible, 114 fr.; peanut oil, fabrique, 70.75 fr.; edible, 95 fr.

### Liverpool Produce Market.

Liverpool, February 28.—(By Cable.)—Beef, extra India mess, —; pork, prime mess, —; shoulders, square, 57s. 6d.; New York, 55s.; picnic, 48s.; hams, long, 71s. 6d.; American cut, 67s. 6d.; Bacon, Cumberland cut, 66s. 6d.; long clear, 67s. 6d.; short backs, 61s.; bellies, clear, 65s. Lard, spot prime, 54s. 6d. American refined in pails, 57s. 3d.; 28-lb. blocks, 55s. 3d. Lard (Hamburg), 53½ marks. Tallow, prime city, 33s. 6d.; choice, 36s. 9d. Turpentine, 33s. 3d. Rosin, common, 16s. Cheese, Canadian finest white, new, 63s. Tallow, Australian (London), 33s. @39s. 6d.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was firm in sympathy with hogs.

### Stearine.

Trade is light but the market is steady.

### Tallow.

The undertone is very steady, but demand lacks continuity.

### Cottonseed Oil.

"Hedge" pressure against crude oil offset the firm lard market.

Market closed quiet but steady. Sales, 11,800 bbls. Spot oil, \$6.33 @6.45. Crude, Southeast, \$5.20 @5.27. Closing quotations on futures: March, \$6.36 @6.38; April, \$6.35 @6.36; May, \$6.37 @6.38; June, \$6.37 @6.38; July, \$6.42 @6.43; August, \$6.44 @6.44; September, \$6.45 @6.47; October, \$6.30 @6.45; good off oil, \$6.12 @6.35; off oil, \$6 @6.17; red off oil, \$5.80 @6.12; winter oil, \$6.45 @7; summer white, \$6.50 @6.90.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, February 28.—Hog market 15c. higher. Bulk of prices, \$8.40 @8.55; light, \$8.30 @8.60; mixed, \$8.25 @8.55; heavy, \$8.10 @8.55; rough heavy, \$8.10 @8.25; Yorkers, \$8.50 @8.55; pigs, \$6.50 @8.30. Cattle market strong. Beeves, \$6.85 @9; cows and heifers, \$3.25 @7.50; Texas steers, \$5.20 @6; stockers and feeders, \$6.15 @8.10. Westerns, \$6 @7.75. Sheep market steady; natives, \$5.25 @6.85; Westerns, \$5.65 @6.85; yearlings, \$6.75 @7.90; lambs, \$7.40 @8.60; Westerns, \$7.50 @8.70.

St. Louis, February 28.—Hogs higher, at \$8 @8.15.

St. Louis, February 28.—Hogs higher, at \$8.40 @8.65.

Cleveland, February 28.—Hogs higher, at \$8.70 @8.90.

Buffalo, February 28.—Hogs opened higher, with 4,800 on sale; prices, \$8.80 @8.90.

Kansas City, February 28.—Hogs higher, at \$7.60 @8.40.

St. Joseph, February 28.—Hogs higher, at \$8.10 @8.35.

St. Paul, February 28.—Hogs higher, at \$8.15 @8.35.

Louisville, February 28.—Hogs higher, at \$8.45 @8.70.

South Omaha, February 28.—Hogs higher, at \$8.10 @8.25.

Indianapolis, February 28.—Hogs higher, at \$8.60 @8.75.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 22, 1913, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
S. & S. Co.	6,020	8,400	6,800
Armour & Co.	6,245	23,100	19,637
Swift & Co.	5,792	19,100	19,507
Morris & Co.	4,011	10,400	7,766
Hammond & Co.	2,489	8,700	4,735
Libby, McNeill & Libby	988	...	...

Anglo-American, 7,400 hogs; Boyd-Lunham, 5,700 hogs; Western Packing Co., 7,100 hogs; Roberts & Ozke, 4,500 hogs; Miller & Hart, 3,800 hogs; Independent Packing Co., 6,900 hogs; Brennan Packing Co., 3,300 hogs; others, 14,000 hogs.

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	2,509	11,285	8,004
Fewell	975	...	2,145
S. & S. Co.	3,615	6,380	5,343
Swift & Co.	3,482	8,802	11,297
Cudahy Packing Co.	2,936	7,550	5,866
Morris & Co.	3,204	7,058	3,455
Butchers	137	405	12

B. Balling, 135 cattle; Blount, 9 cattle and 1,400 hogs; Calahan, 14 cattle; Independent Packing Co., 506 cattle; S. Kraus, 308 cattle; Lowry, 7 hogs; John Morrell, 132 cattle; New York Butchers, 187 cattle; M. Rice, 1,126 hogs; Schwartz, Bolen & Co., 1,895 hogs; St. Louis Union Dressed Beef Co., 58 cattle; United Dressed Beef Co., 434 cattle; Wolf Packing Co., 70 cattle.

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,145	8,154	4,816
Swift & Co.	3,609	13,014	12,408
Cudahy Packing Co.	3,782	14,816	8,721
Armour & Co.	3,214	15,508	10,817
Swartz & Co.	...	2,330	...
J. W. Murphy	...	11,069	...

Lincoln Packing Co., 158 cattle; Sinclair & Co., 187 cattle; Morrell & Co., 186 cattle; South Omaha Packing Co., 30 cattle.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,642	7,829	2,439
Swift & Co.	2,597	9,117	2,901
Armour & Co.	2,564	8,051	4,081
St. Louis D. B. Co.	1,406	289	101
Independent Packing Co.	714	...	...
East Side Packing Co.	246	2,608	...
Luer Bros. Packing Co.	...	238	...
Belt Packing Co.	7	312	...
Hell Packing Co.	6	...	...
Carondelet Packing Co.	31	279	...

St. Joseph.			
	Cattle.	Hogs.	Sheep.
Swift & Co.	1,750	12,449	10,735
Hammond Packing Co.	1,300	7,027	4,853
Morris & Co.	1,400	5,696	2,058
United Dressed Beef Co.	256	cattle; St. Louis	...
Dressed Beef Co.	56	cattle.	...

Sioux City.			
	Cattle.	Hogs.	Sheep.
Cudahy Packing Co.	1,054	10,787	...
Armour & Co.	1,710	11,544	...
Swift & Co.	...	5,811	...
R. Hurst	251	288	...

Statter & Co., 73 cattle; Sacks Dressed Beef Company, 57 cattle; Des Moines Packing Co., 49 cattle; J. L. Brennan Co., 41 cattle; Dubuque Packing Co., 25 cattle; Blasius & Co., 25 cattle; Rath Packing Co., 105 hogs; country shippers, 663 hogs; regular dealers, 4,150 cattle; country buyers, 3,332 cattle.

## RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 22, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	2,200	7,297	10,000
Kansas City	300	906	...
Omaha	...	3,525	...
St. Louis	250	3,000	...
St. Joseph	100	3,000	5,000
Sioux City	...	4,500	...
St. Paul	...	4,500	...
Oklahoma City	100	100	...
Milwaukee	...	2,924	...
Denver	500	100	800
Louisville	...	1,949	...
Detroit	...	700	...
Cudahy	...	300	...
Wichita	...	2,042	...
Indianapolis	500	5,000	...
Pittsburgh	...	2,000	1,500
Cincinnati	163	927	106
Cleveland	40	3,000	600
Buffalo	200	3,200	6,000

MONDAY, FEBRUARY 24, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	41,580	23,000
Kansas City	11,000	5,234	12,000
Omaha	5,400	4,350	15,000
St. Louis	3,500	9,000	1,200
St. Joseph	2,200	3,200	15,500
Sioux City	3,000	3,000	500
St. Paul	2,300	4,300	800
Oklahoma City	400	400	...
Fort Worth	2,400	1,200	300
Milwaukee	50	459	...
Denver	1,800	1,800	2,200
Louisville	...	6,406	...
Wichita	...	159	...
Indianapolis	850	2,000	...
Pittsburgh	2,000	6,000	4,000
Cincinnati	1,469	4,357	336
Cleveland	600	4,000	2,000
Buffalo	3,750	12,800	13,400
New York	3,959	8,804	7,133

TUESDAY, FEBRUARY 25, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	4,000	23,995	18,000
Kansas City	10,000	17,595	9,500
Omaha	6,000	16,650	10,300
St. Louis	5,300	9,000	3,500
St. Joseph	2,600	10,000	8,700
Sioux City	1,500	6,000	300
St. Paul	2,000	5,000	200
Oklahoma City	1,000	800	...
Fort Worth	2,000	1,200	3,000
Milwaukee	...	2,630	...
Denver	500	1,500	1,500
Louisville	...	1,114	...
Detroit	...	200	...
Indianapolis	1,400	6,000	...
Pittsburgh	...	2,000	1,500
Cincinnati	151	2,925	25
Cleveland	40	1,500	1,000
Buffalo	50	1,900	3,000
New York	752	3,561	1,822

WEDNESDAY, FEBRUARY 26, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	45,043	25,000
Kansas City	6,000	13,099	8,000
Omaha	500	15,914	15,000
St. Louis	2,500	12,000	2,300
St. Joseph	2,200	5,300	6,500
Sioux City	1,300	5,000	...
St. Paul	2,000	5,000	400
Oklahoma City	1,000	800	...
Fort Worth	2,400	1,200	300
Milwaukee	100	5,313	...
Denver	500	400	...
Louisville	125	1,518	25
Detroit	...	700	...
Indianapolis	1,650	5,000	...
Pittsburgh	...	2,000	1,500
Cincinnati	...	3,910	...
Cleveland	60	10,000	600
Buffalo	100	2,700	2,400
New York	2,004	5,891	3,700

THURSDAY, FEBRUARY 27, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	33,000	14,000
Kansas City	3,300	5,500	7,500
Omaha	...	8,000	...
St. Louis	2,626	10,325	2,300
St. Joseph	...	7,000	...
Sioux City	...	3,100	...
St. Paul	...	6,500	...
Milwaukee	...	5,212	...
Louisville	...	1,878	...
Detroit	...	1,786	...
Wichita	...	6,000	...
Indianapolis	...	492	270
Cincinnati	...	1,000	13
Cleveland	...	2,000	2,000
Buffalo	50	2,800	1,414
New York	1,277	1,827	...

FRIDAY, FEBRUARY 28, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	13,000	5,000
Kansas City	1,000	2,500	2,000
Omaha	1,000	5,000	1,500
St. Louis	1,350	6,500	1,400
St. Joseph	300	2,000	500
Sioux City	300	3,200	...
Fort Worth	1,400	1,500	...
St. Paul	900	4,000	3,000
Oklahoma City	400	500	...

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO FEBRUARY 24, 1913.

	Beeves.	Calves.	lambs.	Hogs.
New York	2,042	2,326	2,872	4,882
Jersey City	3,489	1,772	12,633	30,035
Central Union	2,700	606	10,932	...
Lehigh Valley	2,514	456	3,648	...
Scattering	...	115	44	4,775
Totals	11,054	5,275	30,129	39,512
Totals last week	10,478	4,281	29,905	34,154

## WE CAN SAVE YOU MONEY

when building your new plant or remodeling your old one. Complete Packing Plants designed and built. Old Plants overhauled, enlarged or redesigned. Highest economy in output secured. Write us.

TAIT-NORDMEYER ENGINEERING CO.

LIGGETT BUILDING  
ST. LOUIS

# Retail Section

## LEARN TO BE A BETTER BUSINESS MAN

### VIII—What a Sales Record Can Teach You

By A. M. Burroughs.\*

[EDITOR'S NOTE.—This is the eighth of the series of articles by Mr. Burroughs. It contains a thought for every retailer who doesn't know the facts about his business, but depends on his "judgment" to guide him. "Judgment" without real facts put to back it up is just plain guess work. How can a retailer hope to "guess" himself to success in competition with business men who know?

This article illustrates the necessity of knowing what has sold—last week, last month or a year ago—where the profits came from, etc., to know which lines to push and which lines won't sell and should be dropped. This is the method of the successful chain store man, whose sales records give complete, detailed information about every phase of the business.]

"It is by knowing what HAS sold, that the chain store fellows are able to make such enormous sales on such a small stock."

The banana man who sells his entire stock of bananas every night can tell you the exact number of bananas purchased and the exact number sold during any business day. He knows all there is to know about the "sales end" of his business. It isn't guess work with him. He knows absolutely what he has done; what he has sold; what he has purchased; what profit he has made.

With him each day's business is a separate business, just as much so as if he were a banana merchant on Monday, a peanut vendor on Tuesday and a baseball player on Wednesday. If he over-buys, he just cuts the price to make his stock move. He doesn't carry any dead stock. It isn't necessary to take an inventory at the end of the day to find out how much stock he has. He has none.

What he doesn't know about his sales and purchases isn't worth bothering about. He has a "statement of his business" that makes him look like a wizard compared to most retailers. He has sales analysis down to a fine point.

Yet the banana man doesn't need to keep books. He has only one line of goods; he is his own and only clerk; he closes out his business every day—it is comparatively simple to arrive at all the sales facts.

#### Average Retailer's Business More Complicated.

But even the smallest retailer has a much more complicated business.

The average retailer has many lines of goods. He has several clerks. He doesn't close out his business every day. It continues from day to day, week to week and month to month. He doesn't even close it out at the end of the year.

On account of its being bigger, he can't know as much about his business unless he uses bigger methods for getting the information.

If a man has a mind big enough and magic enough and superhuman enough to grasp all the details of a big retail business and to store them up in his memory for weeks and months—

Well, then, he would be wise enough to use records instead of brain cells for a book-keeping system.

\*Copyrighted, 1912, by The Burroughs Adding Machine Co.

He would do just what all the successful retailers, the chain store fellows, and the really successful one-man businesses are doing.

There is a chain of big clothing stores, doing business in a number of cities, employing from twenty-five to a hundred clerks in each store, which can give you just as complete information about its sales as can the banana merchant who sells but one line of goods, has but one clerk, and who closes out his business every day.

This chain store company is not unusual; its methods are unusual only in that they are typical of the methods of other successful merchants in every line of business. There are chain stores in the meat trade which are immensely successful, and many of them work along similar systems.

For every sale that is made in each of the stores in this chain, the clerk makes out a sales slip giving the name and amount of the goods sold and the price. The bookkeeper tabulates this information, and is able to tell at the end of the day how much goods of each line has been sold, the number and the amount of the sales by each clerk, the number and the volume of sales in each department, and number and the volume of sales in the entire store.

#### How the System Is Carried Out.

In the home office the bookkeeper tabulates this information so that the managers of the great corporation which conducts the stores can tell at a glance exactly what profit has been produced by each line of goods, and by each clerk in each store.

If the expenses in each store, for instance, exceed by one-fourth of 1 per cent. the established average on the total sales, that store is going to hear from the home office before long.

Each store is allowed about 10 to 10½ per cent. of its total sales as salaries. After the manager's salary in each store is taken out and allowance made for bookkeepers, stenographers, janitors, watchmen, etc., about 8½ to 9 per cent. is left to pay the clerks.

If a single clerk shows sales in such small amount as to raise the percentage represented by his salary to above 9 per cent., he will very quickly hear from the manager.

If the condition continues for any considerable length of time, the clerk is certain to be dropped and some one else put in his place who can reduce the cost of sales behind his counter to 9 per cent. or less.

#### Rewards for the Energetic Clerk.

If a clerk sells enough goods to bring the percentage represented by his salary down to less than 8 per cent. of his sales, the management watches him and soon raises his salary or promotes him.

And then if a certain line of goods doesn't sell as readily as some other line, the line

which sells best (the store is in position to know what lines sell best), will soon be the only line carried—the line which will be pushed.

With complete sales information these stores are able to quickly eliminate the goods which won't sell and to replace them with goods which will sell.

And no store which doesn't keep a complete record, and which doesn't push lines which show a fair profit and drop lines which don't, can long hope to compete with stores like those in this chain.

Apply these methods to your business for a while and see if you don't increase your sales and decrease your ratio of expenses.

[The ninth article in this series, entitled "Figuring Stock Turnovers," will appear in an early issue of The National Provisioner on this page.]

#### LOCAL AND PERSONAL.

F. Kessler has sold his meat shop at Verden, Ill., to A. Nicholson.

The meat firm of Newton & Burnet, at Hartford, Conn., have incorporated.

The meat market of J. B. Dorsey, at New Orleans, La., has been destroyed by fire.

R. Meunier is adding a meat department to his store at No. Adams, Mass.

J. G. Harmon has just opened a new meat market at La Grange, Ga.

B. Birkert has purchased the meat market of M. Effinger at Rochester, N. Y.

Berghaus & Kraft, meat dealers at Boston, Mass., have filed a voluntary petition in bankruptcy. Liabilities \$3,490.47, and assets \$1,746.35.

L. A. Mercier Company, Portland, Me., has been incorporated with a capital stock of \$50,000 to deal in meats and groceries.

Philip Reid, a meat dealer in Washington Market, New York City, N. Y., has filed a petition in bankruptcy with \$19,645 liabilities.

P. Fears has sold his interest in the City Meat Market at Okemah, Okla., to his partner, F. Miller.

J. Buzinski has purchased the C. O. D. Meat Market at Argenta, Ark.

The meat market of Otto Buschel at Central Valley, N. Y., has been damaged by fire.

N. J. Kranz is about to begin the erection of a butcher shop at Goodwin, Ia.

The meat market of Thompson Brothers at Doland, S. D., was destroyed by a recent fire.

A. B. Woodley has purchased the meat business of Fred Young at Albion, Mich.

Bucanning & Son have been succeeded in the meat business at Fenwick, Mich., by David Chase.

Otto Nagal has been succeeded in the meat business at Owosso, Mich., by Johnson & Van Doren.

Glen Adsit has closed out his meat business at Otsego, Mich.

Fred Cole has purchased the Main street meat market at Big Rapids, Mich., of B. Rau. Mr. Rau continues in business at his other stand.

John Hessouns has disposed of his meat business at Northport, Mich., to Charles and Herbert John.

B. C. Gregory has purchased the meat market of A. E. Fisk at Oakesdale, Mich.

E. A. Thurman has purchased the City Meat Market at Othello, Wash., from C. A. Mental.

The Cut Rate Meat Market has been opened at Oakesdale, Wash., by Mr. Roberts.



## DOG MEAT IN GERMANY.

American consumers who are finding fault with meat-market conditions here, complaining of high prices and poor meat, should take a look at their German cousins. Meat is scarce and high in Germany, and dog flesh has been a marketable commodity there for several years. It had not acquired widespread popularity, however, until recently. Now high meat prices cause more people to "eat dog" than ever. The accompanying illustration is

## PEOPLE WHO OWE THE DEALER.

Recently a general dealer in a country village was asked what per cent. of his customers ran accounts at his store, and he answered, "About seventy per cent." Asked what the average length of credit was, he replied, "Two years." When asked what per cent. of those who carried accounts with him were in the two year class, he answered, "About sixty per cent."

How is it possible for a dealer to prosper,

of money in a bank subject to check melts away faster and more easily than an equal sum in the form of legal tender in the pocket.

It is method or lack of method such as this which is responsible to a considerable extent for the high prices of today. No, we should not say high prices, but the high cost of living, for the real issue today is not so much the high cost of living as it is the lack of accurate knowledge of what living costs.

If people knew minutely just what living was costing them, in many cases they would be living for less, because they would see that their expenditures are superfluous. This is only another instance going to prove that most things like the high cost of living that are burdensome, vexatious, and do not suit the people, exist because of people themselves. It is their own fault.—New England Grocer.

**Neu!**  **Neu!**

**Erste Hundeschlächtere in Halle a. S.**  
Gerberstrasse 10.

Donnerstag den 31. d. Mts. Eröffnung.

Prima **Hundefleisch** Bund 40 Bfg. (Tierärztlich unterfucht.)

Jeden Tag frisch ausgebratenes, reines **Hundefett**, a Bld. 1 M.

3264 — Lieferung bei 5 Pfund Fleisch frei Haus. —

a copy of an advertisement appearing in a newspaper at Halle, Germany, last month. Translated, it reads about as follows:

## GREAT NOVELTY!

First Dog Butcher in Halle, Gerberstrasse 10, Thursday, the 31st.

Prime Quality Dogs' Flesh at 40 pfennigs per pound.

Under Veterinary Inspection.

Every day freshly cooked plump dog at 1 mark per pound.

Delivery of 5 pounds free at the houses of customers.

American consumers should be thankful that they can still buy beef and lamb and pork and poultry at fairly reasonable prices, and that thoughts of "freshly cooked plump dog" need never disturb their dreams at night!

## INDIANAPOLIS DEALERS ORGANIZE.

The Retail Meat Merchants' Association of Indianapolis was organized last week by National Secretary John M. Schofield at a meeting of about one hundred retail meat dealers of the city, and the following temporary officers were elected: President, Henry F. Woessner; first vice-president, Frank Overman; second vice-president, F. E. Wickard; third vice-president, M. C. Shea; fourth vice-president, F. W. Erath; secretary, O. Boettcher; treasurer, Wade H. Martin; financial secretary, J. P. Anderson; master-at-arms, W. E. Sayer; inside guard, Joe Fecher; outside guard, Lon LeMay; trustees, Robert R. Menser; chairman, J. D. Shelly and R. E. Bogart. The local organization will be affiliated with the United Master Butchers of America.

## OPPOSE LOWER MEAT LICENSE.

Health authorities in St. Louis are opposed to a proposed reduction of the butchers' license fee in that city from \$50 to \$5 per year. They insist that such a reduction would result in opening the field to street peddlers and other promiscuous dealing in meats, etc., and that danger to health would result.

keep his business going, pay his bills, secure his discounts, under such conditions? He simply cannot. Now, seventy per cent., and we do not for a moment think this statement is exaggerated, of the total customers of the store is altogether too large a one to carry on the books, and sixty per cent. of these is altogether too large a percentage to permit to remain on the books two years at a stretch.

The dealer understands, of course, that a substantial part of the amount represented by his charge accounts represents directly, and is, in fact, a part of his working capital. His capital is tied up; he cannot turn it over; he cannot pay his bills as he should, he cannot secure his discounts; he is thereby deprived of additional revenue, for discounts, if regularly taken, amount in many cases to more than the regular profits; that is, the percentage between the purchasing price and selling price.

These are conditions under which the average retail dealer, in the city and in the country, is struggling. Would you not be better off if you could collect your accounts due you, if customers who are slow pay would pay promptly, if bad bills were collected? Would it not make a difference to you in buying, and would it not enable you to buy to greater advantage? Of course it would enable you to pay your bills promptly and take discounts; you would have a dollar in your pocket, you would have a working capital, you would have a sinking fund and an insurance on your business and your peace of mind.—New England Tradesman.

## WHY LIVING COST IS HIGH.

We once heard a man remark that he never kept an account of expenditures; he never balanced his bank book; he kept no record of money paid out by check; all that interested him was what he had left.

Now, this is the height of absurdity. To begin with, the average person will pay a bill more cheerfully, incur an expenditure more readily, if he pays by check than he will if he pays cash. Every man knows that the payment of a check means the payment of money just as surely and truly as though the money were paid in bank bills. Still, it does not look quite the same, and a sum

## FIGURING COSTS FOR SMALL PACKERS.

(Concluded from page 18.)

This retail market in turn must figure its costs, good articles on which subject have been running in the Retail Section of The National Provisioner for some time.

Then there is the liver, heart, tail and tongue, credits worth so much, also head and cheek meat used for sausage.

The following test will give you an idea on figuring cost of a dressed carcass. The figures given are only for the purpose of illustrating the method. The test is as follows: Good cow, 960 pounds, at 4.35 cents, \$41.76. Dressed weight, 524 pounds. The credits in this test were figured as follows: hide, 72 pounds, at 11c., \$7.92; tongue, 25c.; heart, 5c.; tripe (cleaned), 50c.; liver, 50c.; tallow, 40 pounds, at 4c., \$1.60; making a total of \$10.82. Deduct this from the cost of the cow and it leaves \$30.94, which, divided by 524, shows a dressed beef cost of 5.90 cents per pound. Feet, head, cheekmeat, sweetbreads, casings, etc., were placed against labor and other expenses.

In your case, in view of the fact that you are prepared only to take care of the hides and fat, the rest of the offal such as you can manage to save and realize upon might be placed against total expense.

A packinghouse killing sheet shows the following items only: Number of cattle in lot; live weight; live cost; dressed weight; per cent. beef; weight of fats per head; weight of hides per head; cost of dressed beef. Thus you see the principal credits considered are hides and fats.

It should not be a difficult matter to arrive at your actual costs. Be careful not to cheat yourself in figuring credits. Also remember that, aside from hides shrinking 15 per cent. in the pack, they invariably carry a couple of pounds of water from the killing floor.

## SUNDAY CLOSING IN ILLINOIS.

The Supreme Court of Illinois last week handed down a decision upholding the validity of Sunday closing laws. Butcher shops were included in the scope of this decision, and the law compelling them to close on Sunday was declared to be legal. This decision was received with approval by the meat trade at large, which has long been troubled by persistent Sunday violators, especially in Chicago.

# New York Section

Charles H. Swift was in New York last week, and sailed on Saturday for a visit to Panama.

Swift & Company's sales of fresh beef in New York City for the week ending February 22, 1913, averaged 11.29 cents per pound.

John L. Van Neste, the local poultry trade expert with the H. T. Pond Company, left this week for a round-up of Western car-lot shippers.

Arthur Dyer, provision broker and director of the Produce Exchange, was very busy this week accepting congratulations from friends on the arrival of a boy at his home. Being the fourth, no undue excitement prevailed, but pleasure at the addition of another Democrat to the local party roster.

The old Halstead lard and provision plant at Jersey City, which has remained closed for nearly two years, has been acquired by Armour & Company. It is understood that it will be used as a local supply depot, as well as a lard plant. It will be put into condition to begin operations in about 30 days.

The Washington Marketmen's Association held its annual beefsteak dinner at the Hotel St. Denis last Saturday evening. There was a large attendance. The officers of the association are: Karl Koelsch, president; Edward Eldridge, vice-president; Anthony Andesner, treasurer; Arthur Kracke, secretary. The members of the dinner committee were Philip Reid, Wm. Minder, F. French, George Alexander, and Frank A. Knoll.

The rumor that Armour & Company had acquired control of the stockyards at Sixth street, Jersey City, was denied this week by R. C. Benham, secretary and general manager. He admitted that the company would be reorganized at a meeting to be held on March 26, and that the yards would be improved by the substitution of brick and concrete buildings for the present wooden structure, bringing the plant up to modern requirements.

Wm. Hirsch, formerly with Swift & Company and the S. & S. Company as local manager, has taken the management of the Westchester house of the New York Independent Meat Company, on Brook avenue, the Bronx. Mr. Hirsch is well known in the trade. Manager Thos. A. Price will devote his attention to the West Harlem house of this company, while Mr. Hirsch looks after the Bronx business.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending February 22, 1913, by the New York City Department of Health: Meat.—Manhattan, 4,462 lbs.; Brooklyn, 12,000 lbs.; Queens, 105 lbs.; total,

16,567 lbs. Fish.—Manhattan, 750 lbs.; Queens, 10 lbs.; total, 760 lbs. Poultry and game.—Manhattan, 2,824 lbs.; Brooklyn, 6 lbs.; total, 2,832 lbs.

E. L. Roy, the well-known provision broker of Chicago, was in New York this week calling on the trade. His firm, Cross, Roy & Saunders, will be represented in New York and on the Produce Exchange by F. B. Cooper, who is one of the best-known provision men in the local trade. The firm of Cross, Roy & Saunders is a consolidation of the concerns of Roy & Williams and Ellsworth & Cross, and comprises some of the leading hustlers on the Chicago market.

## OUT AMONG THE TRADE.

A. F. Schaefer, who has been doing business at No. 671 Ninth avenue, which has been a butcher shop for over forty years, has moved into the building next door to his old quarters, at No. 669 Ninth avenue, where he has fitted up a fine, up-to-date shop and is doing a good business. The fixtures were installed by James McLean in his usual faultless style.

Twenty years is a long time to be with one house. That's why Tom Nash of West Harlem is justly proud of his record with the Conron Brothers Company. He has grown gray in the service, but is able to sell more poultry at a better price than half the students of today. By "students" he means the young chaps who think they are poultry salesmen!

Henry Schaefer, Jr., for many years associated with his father on Amsterdam avenue, has left the retail business and is now associated with the Forbes Packing Company, of Richmond, Va., as New York representative for the sale of their famous Virginia hams and other pork products. Mr. Schaefer has had years of experience and is well thought of in the trade, and will be sure to make good.

Sidney Drake has purchased the old-established market at No. 2228 Eighth avenue, corner 120th street, formerly conducted by E. Weil. Mr. Drake was with N. Eisler for over ten years, and is well fitted to conduct this market properly. It is his first venture in business, and the prosperous appearance of his shop indicates that he is making good. He is on the job all day and is a hard worker, which usually means success.

While high prices and slow business have made many butchers lose some of their good nature, there are a few happy ones left. Among them is Dave Strauss, the Eighth avenue butcher. He's happy because he has a good shop and business is good. His display in the big front window is artistic, as it also is in the counter cases. He gets his price, keeps an up-to-date, sanitary shop, and consequently wears the smile that won't come off.

A firm recently established in the Bronx is that of Oscar Grater and Joseph Yobb, who purchased the big corner store at 947 Longwood avenue last October and have built up a prosperous business. They are both very young men who have worked in the neighborhood for some years and have become well acquainted, which is almost a necessity in this particular neighborhood for any business to succeed, as it is like a small city in itself. Both Mr. Grater and Mr. Yobb are experienced butchers, and are cutting very good meat.

Joseph Buscher, of 44 Eighth avenue, after thirty years at the above address, has retired from business, leaving his son to continue the business. Mr. Buscher, Jr., is a graduate of the Packard Business College and has installed a bookkeeping system that is far in advance of the usual style of bookkeeping in the retail shop. Besides this he is a practical butcher, having worked under his father for twelve years. The business is in splendid shape and everything is sold for cash. Most remarkable of all, for a business established almost thirty years, there is less than \$20 outstanding in unpaid accounts. When Mr. Buscher took possession of the store, he also took in as a partner a young man who had worked in the store for over ten years, and who knew the trade and their wants thoroughly. These two young men are capable and hard workers, and the business under their careful management is in a fine condition.

## LIMIT POULTRY SLAUGHTERHOUSES.

Following up its reform of city food inspection regulations the New York City Department of Health has adopted the following resolution limiting the granting of permits for poultry slaughtering establishments:

Whereas, The carting of crates containing live fowl is likely to cause a nuisance, especially in warm weather, and

Whereas, The keeping of live fowl in crates or cages is liable to cause a nuisance on account of offensive odors, the presence of vermin and noise; therefore, be it

Resolved, That from and after this date this Board will grant permits to keep and sell live poultry by the crate to kill chickens in poultry slaughterhouses, and to conduct poultry slaughterhouses under the following conditions, namely:

No poultry slaughterhouse site shall be approved, nor shall any application for an approval of site in any borough of the City of New York be granted when the said proposed site, measured in the most direct line, is within 200 feet of an inhabited dwelling, tenement house factory, office building, church, hospital, public or private school or other institution of learning.

In the Borough of Manhattan no site shall be approved when at a greater distance from the water front than 200 feet, except in (1) the locality bounded by West 39th street, North River, West 41st street and 11th avenue; (2) the locality bounded by East 90th street, East River, East 111th street and 2d avenue; (3) the locality bounded by Jefferson street, East Broadway, Roosevelt street and East River; where sites may be approved when at a distance greater than 200 feet from the water front.

In the Borough of Brooklyn no site shall be approved when at a greater distance from the

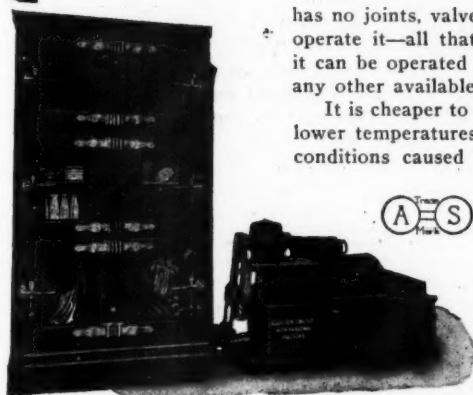


## At Last! A Practical, Small Refrigerating and Ice-Making Machine for Domestic Use

We are now prepared to furnish the Audiffren-Singrun Refrigerating Machine in sizes to meet the requirements for cooling refrigerators, cooling drinking water and making ice.

That this machine has long since passed the experimental stage is proven by the fact that over eight hundred of them are in daily operation, many having been in use for over five years without repairs. The refrigerant cannot escape so recharging is never necessary.

## AUDIFFREN-SINGRUN REFRIGERATING MACHINE



has no joints, valves, gauges or stuffing boxes, and no connections to leak. Anyone can easily operate it—all that is necessary is to keep this machine supplied with water and power. And it can be operated by electric motor, gas or gasoline motor, steam, oil or hot air engine, or any other available power.

It is cheaper to use this machine than ice. It keeps food in better condition due to the lower temperatures and dryer air produced. Does away with the slime, dirt and unsanitary conditions caused by ice. It is absolutely safe.



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water front than 200 feet, except in (1) the locality bounded by Broadway, Union avenue, Montrose avenue, Bogat avenue, Flushing avenue; (2) the locality bounded by East New York avenue, Rockaway avenue, Vienna avenue and Pennsylvania avenue, where sites may be approved when at a distance greater than 200 feet from the water front.

### TO CONSERVE BEEF SUPPLY.

In their Year Book for 1913, recently issued, Swift & Company include statistics relative to beef supply conditions, and a plea for the conservation of beef supplies by limiting the slaughter of calves. They say in discussing this matter:

"The United States is the greatest veal-consuming country in the world. Its demand for veal is so great that the number of calves slaughtered has increased 100 per cent. in the past decade. In the United States during 1911 there were slaughtered 8,000,000 calves. These 8,000,000 calves did not average over 70 pounds. If they had been allowed to live one year they would have averaged 600 pounds of good beef and would have given to the country 4,800,000,000 pounds of beef instead of only 560,000,000 pounds of meat. According to a conservative estimate this four billion odd pounds would furnish a city of 350,000 people with its total meat supply for over fifty years. This gives some idea of the country's immediate loss of beef supply by the slaughter of calves.

"South America is, or was previously, a close second to the United States in the consumption of veal. This country long since recognized the danger in destroying the basis of future beef production and took measures for the conservation of the live stock industry.

Laws were enacted making it an offense subject to severe penalty to slaughter female calves, heifers or cows under six years of age. The purpose of these laws was to increase the breeding herds.

"The results have been altogether beneficial and in no sense deleterious. Veal and baby beef are still found on the menus in South America. In fact, there is a greater abundance of those meats because the law has now been in effect long enough to produce two or three times as many calves as there were formerly.

"Papers in agricultural districts lament the short-sightedness of the farmer who continues to raise feed but kills the young animals that should be eating the feed. Town papers prophesy that at the rate that calves are being sent to the packinghouses the herds of cattle will soon be thinned to such a point that the operations of local packinghouses will be seriously impaired. Everywhere there is a growing sentiment for the preservation of the calf."

### MEAT CONSUMPTION IN PARIS.

Consul General Frank H. Mason at Paris reports that there was a considerable increase in the quantity of meat consumed in Paris during 1912, as compared with the previous year. The following table shows the number of animals sold on the great Paris market, La Villette, and the number that arrived direct at the municipal slaughterhouses as compared with 1911:

At La Villette:		
Animals.	1911.	1912.
Cattle .....	349,450	356,352

Sheep .....	1,512,213	1,534,852
Calves .....	180,874	183,884
Hogs .....	405,290	372,417
At the Slaughterhouses:		
Cattle .....	79,816	79,961
Sheep .....	898,607	935,141
Calves .....	195,360	199,752
Hogs .....	284,325	338,915

From this table it is seen that there were 7,047 more cattle, 59,173 more sheep, 7,402 more calves, and 21,717 more hogs sold and consumed in Paris in 1912 than in 1911. The increase in the number of pigs taken direct to the slaughterhouses was probably due to the admission of foreign hogs, on the condition that they be slaughtered immediately on arrival at the town of destination.

With the exception of hogs animal prices on the Paris market showed little change from the 1911 figures. The following table shows the wholesale prices per kilo (2.2 pounds) paid for whole carcasses on the La Villette market, calculated upon dressed weight, except for hogs, which are priced on live weight:

#### Average prices:

	First quality.		Third quality.	
	1912.	1911.	1912.	1911.
	Cents.	Cents.	Cents.	Cents.
Cattle .....	34.9	34.9	27.9	27.4
Sheep .....	47.6	46.8	36.4	36.2
Calves .....	46.5	47.6	32.2	33.7
Hogs .....	28.1	27.2	26.6	24.8

#### Extreme prices:

	Highest.		Lowest.	
	1912.	1911.	1912.	1911.
	Cents.	Cents.	Cents.	Cents.
Cattle .....	39.3	40.5	21.2	19.3
Sheep .....	52.8	54	29.7	30.8
Calves .....	55.9	55.9	25	23.1
Hogs .....	32	31.2	22.7	19.3

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$7.00@8.75
Poor to fair native steers.....	5.50@7.50
Oxen and stags.....	4.50@7.00
Bulls and dry cows.....	3.50@7.00
Good to choice native steers one year ago..	6.00@7.00

## LIVE CALVES.

Live veal calves, medium to prime, per 100 lbs.....	10.00@12.50
Live calves, culls, per 100 lbs.....	@ 7.50
Live calves, barnyard.....	@ 6.00
Live veal calves, coarse Westerns, per 100 lbs.....	@ 5.50

## LIVE SHEEP AND LAMBS.

Live lambs, common to good, per 100 lbs.....	8.50@ 9.00
Live lambs, yearlings.....	@ 7.50
Live lambs, culls.....	@ 5.00
Live sheep, common to good, per 100 lbs.....	4.50@ 6.00
Live sheep, culls, per 100 lbs.....	@ 4.00

## LIVE HOGS.

Hogs, heavy.....	@ 9.15
Hogs, medium.....	@ 9.20
Hogs, 140 lbs.....	@ 9.30
Pigs.....	@ 9.45
Rough.....	8.15@ 8.50

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy.....	13 @13%
Choice native light.....	12% @13
Native, common to fair.....	11% @12%

### WESTERN DRESSED BEEF.

Choice native heavy.....	12 @12%
Choice native light.....	11% @12
Native, common to fair.....	11% @12
Choice Western, heavy.....	11% @12
Choice Western, light.....	11 @11%
Common to fair Texas.....	10 @10%
Good to choice heifers.....	10% @11
Common to fair heifers.....	@ 10
Choice cows.....	@ 10
Common to fair cows.....	9 @ 9%
Common to fair oxen and stags.....	10% @11
Fleshy Bologna bulls.....	10% @11

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	15 @16	16 @17
No. 2 ribs.....	13 @14	14 @15
No. 3 ribs.....	10 @11	12 @13%
No. 1 loins.....	15 @16	@18
No. 2 loins.....	13 @14	@15
No. 3 loins.....	10 @11	@13
No. 1 hinds and ribs.....	14 @15	15 @15%
No. 2 hinds and ribs.....	13 @14	13 @14%
No. 3 hinds and ribs.....	@12	@12
No. 1 rounds.....	@12	@12
No. 2 rounds.....	@11	@11
No. 3 rounds.....	@10	@10%
No. 1 chucks.....	@11	@12%
No. 2 chucks.....	@10	@11%
No. 3 chucks.....	@ 9	@11

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb..	@18%
Veals, country dressed, per lb.....	@18
Western calves, choice.....	@17
Western calves, fair to good.....	15 @16
Western calves, common.....	11% @14
Grassers and buttermilks.....	10 @11

## DRESSED HOGS.

Hogs, heavy.....	11% @11%
Hogs, 180 lbs.....	11% @11%
Hogs, 160 lbs.....	@11%
Hogs, 140 lbs.....	@12
Pigs.....	@12%

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	@15%
Lambs, good.....	@14%
Sheep, choice.....	@12
Sheep, medium to good.....	@11
Sheep, culls.....	7 @ 9

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@16%
Smoked hams, 12 to 14 lbs. avg.....	@16%
Smoked hams, 14 to 16 lbs. avg.....	@16%
Smoked picnics, light.....	@12
Smoked picnics, heavy.....	@11%
Smoked shoulders.....	@12
Smoked bacon, boneless.....	@17

Smoked bacon (rib in).....	@16%
Dried beef sets.....	@19
Smoked beef tongue, per lb.....	20 @21
Pickled bellies, heavy.....	@14

## FRESH PORK CUTS.

Fresh pork loins, city.....	@16
Fresh pork loins, Western.....	13 @15
Fresh pork tenderloins.....	@30
Frozen pork tenderloins.....	@28
Shoulders, city.....	@13
Shoulders, Western.....	@12
Butts, regular.....	@13
Butts, boneless.....	@14%
Fresh hams, city.....	16 @16%
Fresh hams, Western.....	16 @16%
Fresh picnic hams.....	@12

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	80.00 @ 85.00
Black hooft, per ton.....	40.00 @ 45.00
Striped hooft, per ton.....	50.00 @ 55.00
White hooft, per ton.....	95.00 @ 97.50
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	90.00@100.00
Horns, avg. 7 1/2 oz. and over.....	280.00@285.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	90 @115c. a piece
Fresh cow tongues.....	60 @ 70c. a piece
Calves' heads, scalded.....	45 @ 50c. a piece
Sweetbreads, veal.....	40 @ 90c. a pair
Sweetbreads, beef.....	20 @ 25c. a pound
Calves' livers.....	@ 20c. a pound
Beef kidneys.....	@ 15c. a piece
Mutton kidneys.....	@ 3c. a piece
Livers, beef.....	@ 10c. a pound
Oxtails.....	8 @ 9c. a piece
Hearts, beef.....	6 @ 7c. a pound
Rolls, beef.....	15 @ 25c. a pound
Tenderloin beef, Western.....	27 @ 35c. a pound
Lambs' fries.....	@ 8c. a pair
Extra lean pork trimmings.....	@12 1/2c. a pound
Blade meat.....	@12 1/2c. a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 2%
Suet, fresh and heavy.....	@ 6
Shop bones, per cwt.....	20 @25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@30
Sheep, imp., medium, per bundle.....	@30
Sheep, imp., per bundle.....	@40
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@25
Hog, American, free of salt, tes. or bbls., per lb., f. o. b. New York.....	@70
Hog, extra narrow selected, per lb.....	@70
Hog, in kegs, 1 cent over bbls. or tes.....	@—
Hog, middles.....	@12
Beef rounds, domestic, per set, f. o. b. Chicago.....	@18
Beef rounds, export, per set, f. o. b. New York.....	@23
Beef bungs, piece, f. o. b. New York.....	@20
Beef middles, per set, f. o. b. New York.....	@30
Beef middles, per set, f. o. b. Chicago.....	@77
Beef weasands, per 1,000, No. 1s.....	@ 8
Beef weasands, per 1,000, No. 2s.....	@ 4%

## SPICES.

	Whole.	Ground.
Pepper, Slog., white.....	18%	20%
Pepper, Slog., black.....	11%	13%
Pepper, Penang, white.....	18	20
Pepper, red Zanzibar.....	14	17
Allspice.....	5%	7%
Cinnamon.....	16	20
Coriander.....	4%	6
Cloves.....	24	27
Ginger.....	10	13
Mace.....	70	75

## SALTPETRE.

Crude.....	4% @ 5
Refined—Granulated.....	@ 5%
Crystals.....	5% @ 7
Powdered.....	@ 6

## GREEN CALFSKINS.

No. 1 skins.....	@.38
No. 2 skins.....	@.34
No. 3 skins.....	@.14
Branded skins.....	@.18
Ticky skins.....	@.18
No. 1 B. M. skins.....	@.38
No. 2 B. M. skins.....	@.31
No. 1, 12 1/4-14.....	@2.90
No. 2, 12 1/4-14.....	@2.70
No. 1 B. M., 12 1/4-14.....	@2.45
No. 2 B. M., 12 1/4-14.....	@2.30
No. 1 kips, 14-18.....	@3.15
No. 2 kips, 14-18.....	@2.90
No. 1 B. M. kips.....	@2.65
No. 2 B. M. kips.....	@2.40
No. 1, heavy kips, 18 and over.....	@4.00
No. 2, heavy kips, 18 and over.....	@3.75
Branded kips.....	@2.30
Heavy branded kips.....	@2.55
Ticky kips.....	@2.45
Heavy ticky kips.....	@2.80

## DRESSED POULTRY.

Turkeys—Dry packed—	
Western, bbls., dry picked, young hens, selected.....	@24
Western, dry-picked, mixed, av. best, bbls.....	@23 1/2

## FRESH KILLED.

Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy.....	17 @17%
Western boxes, 26 to 42 lbs. to doz., dry-picked.....	@16
Fowl—Barrels—	
Southern and S. Western, dry-picked, avg. best.....	@16 1/2
Other Poultry—	
Old Cocks, per lb.....	@13 1/2
Squabs, prime, white, 10 lbs. to doz., per doz.....	@5.50

## LIVE POULTRY.

Chickens.....	@15
Fowls, via freight.....	@15
Old roosters, per lb.....	@10
Turkeys, hens and toms, mixed.....	@21
Ducks, Western, per lb.....	@20
Geese, per lb., Western.....	@14
Guineas, per pair.....	@65
Pigeons, per pair.....	@30

## BUTTER.

Creamery, Extras.....	35% @36
Creamery, Firsts.....	33 @34%
Process, Extras.....	28 @27
Process, Firsts.....	25 @25%

## EGGS.

Fresh gathered, extras.....	23 @24
Fresh gathered, firsts.....	@21 1/2
Fresh gathered, seconds and lower grades.....	20 @21
Fresh gathered, dirties.....	17 @18
Fresh gathered, checks.....	15 @16
Refrigerator firsts.....	16 1/2 @17

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	20.00 @20.50
Bone meal, raw, per ton.....	@28.00
Hoof meal, per unit, Chicago.....	@ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	@ 2.65
Nitrate of soda—spot.....	@ 2.62 1/2
Bone black, discard, sugar house del. New York.....	24.00 @25.00
Dried tankage, N. Y., 11 to 12 per cent. ammonia.....	2.70 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago, prompt.....	2.45 and 10c.
Garbage tankage, f. o. b. New York.....	7.00 @ 7.50
Fisch scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal).....	2.90 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and Newport News.....	3.20 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	@—
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	@ 3.30
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@ 3.25
No. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.70
No. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00



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